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# Commerce

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**VOICE**  
OF BUSINESS

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CHICAGO

## SPECIAL SECTION

128 Pages

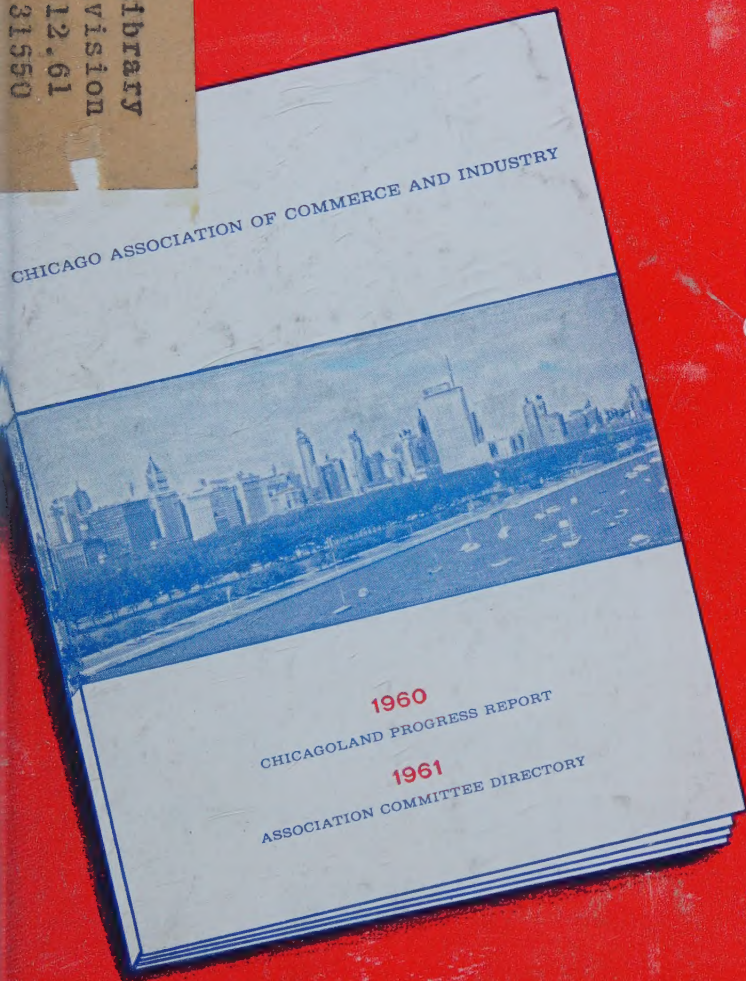
CHICAGO ASSOCIATION OF  
COMMERCE AND INDUSTRY

**1960**

CHICAGOLAND  
PROGRESS REPORT

**1961**

ASSOCIATION  
COMMITTEE DIRECTORY



**CHICAGO FIRST** (Text of CACI 57th Annual Meeting Film Presentation) — Page 14

**CHICAGO'S RECORD COMMERCIAL CONSTRUCTION** — Page 17

**HOW BUSINESS USES THE WEATHER BUREAU** — Page 20



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a raise...  
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Your advertising will be more productive, too, when you direct it to interesting and interested people through Chicago's American.

## CHICAGO'S AMERICAN





*Owens-Illinois Paper Products Division Plant, Chicago*

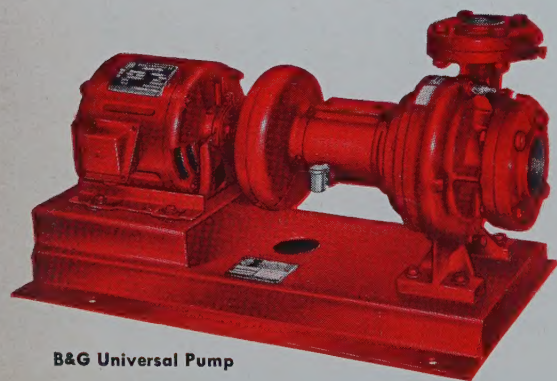
**Architects-Engineers:** Skidmore, Owings and Merrill, Chicago, Illinois

**Associates:** Owens-Illinois Engineering Department

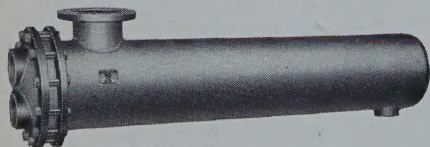
**General Contractor:** G. C. Luria Engineering Company

**Heating Contractor:** National Heat and Power Company, Chicago, Illinois

## **AUTOMATED CONTAINER PLANT HEATED BY B&G *Hydro-Flo*® FORCED HOT WATER SYSTEM**



**B&G Universal Pump**



**B&G "SU" Steam Converter**



**B&G  
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## READER'S VIEWPOINT

To the Editor:

We are all most impressed by your January 1961 issue of COMMERCE Magazine on industrial districts. Mr. Willson and Mr. Latta are to be complimented on an excellent job of research and presentation of statistical data.

Could you have ten additional copies placed where we may pick them up? I want to keep one on my desk and have others available for all the men in our office.

S. N. TIDEMAN, JR.,  
PRESIDENT

J. J. HARRINGTON & CO.

To the Editor:

I was interested in your article "Metropolitan Chicago Industrial Districts."

It disturbed me that our Interlake Industries Corporation, an industrial district, consisting of over 1,000,000 square feet of buildings and serving over 25 companies with manufacturing and warehousing facilities, is not mentioned.

Our anonymity exists despite our membership in the Chicago Association of Commerce, Joliet Association of Commerce, State Association of Commerce, yearly advertising in the Voice and every other media such as Wall Street Journal and Chicago Tribune industrial realty sections.

Could you explain to me where we failed when you do not know of our operation? We are attaching a brochure on our property so you can acquaint yourself with Interlake Industries Corporation.

W. H. GRANT,

EXECUTIVE VICE PRESIDENT,

W. E. GOULD & CO., INVESTMENTS

Volume 58

Number 1

February, 1961

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## The Magnificent Mile: Chicago's resplendent showcase

From the early twenties, that stretch of Michigan Avenue from the Chicago River to Oak Street has been known as The Magnificent Mile. It is the destination of thousands upon thousands of visitors that pour into Chicago from around the world. Along this promenade visitors will

find shops of every description, clubs, consulates, restaurants, art galleries, hotels and big business.

But the builders of Michigan Avenue are still busy. Today, the Mile's east side is being enhanced with more new buildings. One, a 600-room, 25-story addition to a famous hotel, will

soon be welcoming guests. Down the street, an imposing office building also will be completed this year.

Chicago is proud of The Magnificent Mile. And rightly so, for North Michigan Avenue has established itself as one of the nation's—and the world's—leading shopping centers.



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## EYE ON CHICAGOLAND

Thomas H. Coulter

Dear Member:

All across the country there is quickening interest in ways to cash in on profitable overseas sales of American products and services... and all across the country there is a growing realization that Chicago is out in front in the race for export dollars. That's because nowhere else has there been an effort even remotely approaching the highly integrated... imaginative...creative plan of your Association..."Operation Export-Chicago".

Here's what's been happening: Chicago's top business policy-makers have been attending a series of "Operation Export-Chicago" luncheon meetings...to hear details of the following nine-point program: 1. A huge display of American products in a special export pavilion in the 1961 Chicago International Trade Fair at McCormick Place July 25-August 10.... 2. Attracting thousands of foreign buyers to the Trade Fair from all over the world with emphasis on Canada and Latin America....3. Staging a "World Marketing and Inter-American Industries Conference" during the Trade Fair... to be addressed by international leaders of business and government.

4. Conducting a trade mission flight tour for American business executives to Latin America the latter part of April...offering opportunities for first-hand contacts with potential customers in Caracas...Port of Spain...Brasilia...Rio de Janeiro...Sao Paulo...Montevideo...Buenos Aires...Santiago...Lima...Bogota...and Panama.

5. Supplying export opportunity leads to Association members to quote on export inquiries. 6. Providing information and "know-how" to members on exports through the Association's World Trade Division staff of foreign trade exports. 7. Promoting more business travel and tourism to Chicago from all over the world to develop new trade opportunities. 8. Participating in trade fairs throughout the world with exhibits and information to promote Chicagoland exports. 9. Publishing a "World Trade Guide" for products and services available in Chicagoland.

Additional "Operation Export-Chicago" luncheon meetings are scheduled for February 10, 16, 17, 20, 24, 27...March 1, 9, 13, 23, 30. A phone call to the World Trade Division will reserve a place for you at one of them.

Footnote: Here's an example of ways in which the Association's promotion of two-way world trade is pouring dollars into the Chicago area. The Association recently surveyed some Japanese companies operations in Chicago. Answers to date indicate the 9 trading companies in Chicago are spending \$60,272,000 annually in the Metropolitan area...for goods and services to be exported to Japan...used locally...or to be exported to other countries. The 13 Japanese groups in Chicago are spending a total of approximately \$150,000 per year for more than 27,000 square feet of office space...and the approximate total of personal spending of employees of these firms in Chicago is \$317,500 annually.

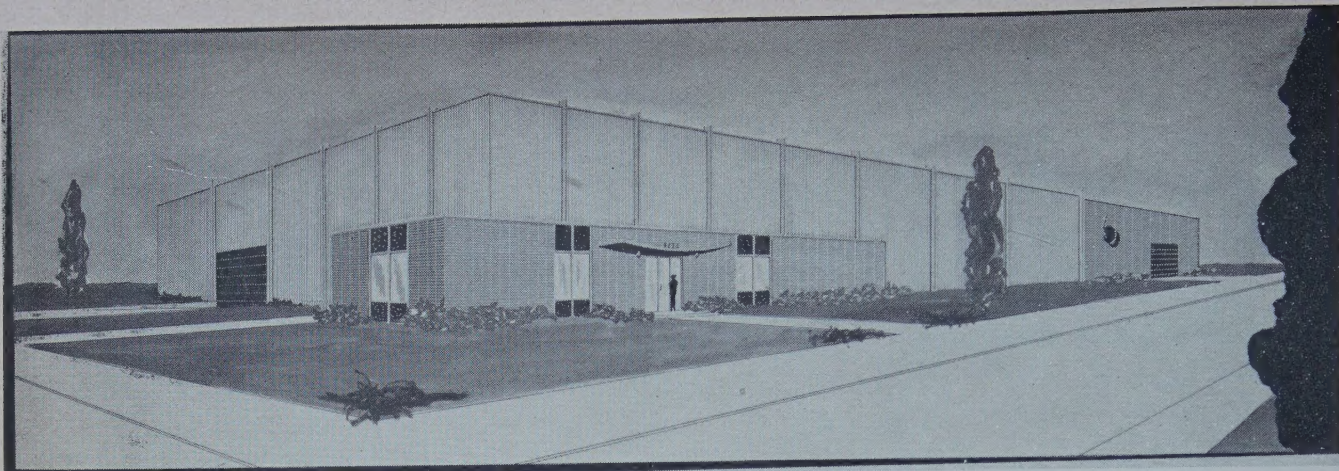
It would pay you to learn more about "Operation Export-Chicago". Call today...FRanklin 2-7700...to reserve a place at one of the February or March luncheon meetings.

Sincerely,

*Thomas H. Coulter*

Chief Executive Officer, The Chicago  
Association of Commerce and Industry





Rendering of New Plant now completed for Cox Metal Processing Company

## **Fifteen New Plants Now Located in Clearing's 73rd Street District**

**73rd Street and Cicero Avenue**

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For further details address inquiries to "Clearing Industrial District, Inc., 38 South Dearborn Street, Chicago," or call RAndolph 6-0135.

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# Report on Recession And Recovery

By **JOHN K. LANGUM**

Vice President for Research and Statistics,  
Chicago Association of Commerce and Industry,  
and President, Business Economics, Inc.

**T**HE present recession is moving into its most critical stage. Overall measures of business activity have definitely declined. Personal income has finally turned down. Substantial liquidation of inventories is underway. Corporate profits have fallen sharply and unemployment has risen sharply.

The annual economic report sent to Congress by President Eisenhower indicated gross national product held in the fourth quarter of 1960 at about \$503.5 billion, the same as in the third quarter of 1960. Inventories were being reduced in the fourth quarter of 1960 at an annual rate of \$4 billion, as compared with a rate of accumulation of \$600 million in the third quarter of 1960, \$5.3 billion in the second quarter, \$11.4 billion in the first quarter.

Final demand for goods and services rose to still another record high of \$507.5 billion in the fourth quarter of 1960, up \$4.6 billion from the third quarter.

The Federal Reserve index of industrial production, which covers manufacturing, mining, and utilities, went down quite sharply from October to November and to December. The index stood at 103 in December 1960, down from 106 in October 1960, and 110 in July 1960, and the high of 111 in January 1960. From January through July the slight drop in the index came about because of a sharp decline in iron and steel production. The rest of the industrial economy continued to move up, in fact, to a new record high in July 1960. Since July, declines in other durable and non-durable goods manufacturing industries have brought about the drop-off in the Federal Reserve index.

The consumer area of the economy is now reflecting the impact of the recession. Total retail sales in December 1960, seasonally adjusted, amounted to \$18.2 billion, about 1 percent below the \$18.4 billion for

November and \$18.5 billion for October. The declines reflected particularly a drop in retail sales at durable goods stores, due largely to reduced marketing of new cars by automotive dealers.

Sales at non-durable goods stores showed little change. Similarly, the Federal Reserve index of department store sales adjusted for seasonal variation, at 142 in November 1960 and 146 in December 1960, was down from 150 in October and about the same as the rate earlier this year and late in 1959.

## *Housing Starts Dropped*

Private housing starts in December dropped to a seasonally adjusted annual rate of 999,000 units in December 1960, down from the November rate of 1,212,000 units, and the lowest point in some time. Total private housing starts in the year 1960 were down 18 percent from the 1959 level of 1,517,000 units.

Total personal income declined slightly late in the year. The seasonally adjusted annual rate of personal income in December was \$406.7 billion, down from \$409.0 billion in November, and the record rate of \$409.7 billion in October. Although factory salaries had declined for seven consecutive months from May to December, until late in the year this drop was offset by rising unemployment compensation benefits and higher salaries for government employees.

In appraising these developments in the consumer area we should remember several things. The behavior of personal income has been much like that in previous recessions in the postwar period and indicates the likelihood that disposable personal income will again be well maintained in this recession. Extensions on instalment credit are now about the same as repayments. Retail sales currently are therefore reflecting much of the impact of the

transition from sharp advance in consumer credit to little change or slight decline. Recent surveys have indicated some improvement in consumer buying habits.

Corporate profits have dropped sharply. Total corporate profits before taxes reached a new record high for a calendar year of \$47.0 billion in 1959 and a seasonally adjusted annual rate of \$51.7 billion in the second quarter of 1959. Revenue estimates in the budget document submitted to Congress by the President in January 1960 indicated that total corporate profits would be \$51 billion in the calendar year 1960. Actually sharp declines have come about. Total corporate profits before taxes dropped from an annual rate, seasonally adjusted, of \$48.8 billion in the first quarter of 1960, to \$41.5 in the third quarter, with an even lower rate indicated for the fourth quarter. Similarly total corporate profits after taxes have dropped from the record rates of \$23.8 billion in calendar year 1959 and \$26.2 billion in the second quarter of 1959, to \$25.0 billion in the first quarter of 1960, \$23.4 billion in the second quarter of 1960, and \$21.3 billion in the third quarter.

Rising unemployment records another sensitive response to the recession. In December 1960, 4,500,000 persons were unemployed. On a seasonally adjusted basis, the unemployment rate, as a percent of civilian labor force, reached 6.8%. Indications were that unemployment would mount early in 1961.

These developments in the economy, most of which have recently been adverse, are those which can be expected as the recession proceeds to its lowest level. They should be appraised in this light. In spite of the current difficulties being experienced, favorable developments are indicated for the future. Relatively few excesses in the private sectors of the economy have to be worked out. Personal income and consumer spending are withstanding the strain of the recession remarkably well. The rate of inventory liquidation in the fourth quarter of 1960 is a definite plus factor for 1961. Rising government expenditures and a probable budget deficit will basically add strength to the economy in circumstances of recession. Final total demand for goods and services has not moved down.



# Metropolitan Chicago Trends

	Dec. 1960	Nov. 1960	Oct. 1960	Dec. 1959	% Change 12/60 vs. 12/59		Cumulative—12 Months 1960	% Change From 1959
<b>POPULATION AND GENERAL GROWTH TRENDS:</b>								
Population—Chicago	3,550,404	on April 1, 1960 (Census of Population)						
—Mettr. Area	6,794,461							
Recorded Births:								
—Chicago	8,097	7,793	8,058	8,116	— 0.2	T	94,740	— 2.5
—Mettr. Area (6 Ill. Counties)	13,193	12,592	13,254	12,913	+ 2.2	T	152,234	— 0.4
Recorded Deaths:								
—Chicago	3,482	3,290	3,305	3,474	+ 0.2	T	40,012	+ 1.6
—Mettr. Area (6 Ill. Counties)	5,395	5,044	5,088	5,399	— 0.1	T	61,139	+ 1.8
Marriage Licenses (Mettr. Chgo.)	4,134	4,263	4,998	3,940	+ 4.9	T	56,948	+ 3.5
No. of Main Tel. in Serv. (Ill. Bell) (000)								
—Business Telephones	330.7	330.6	330.7	321.6	+ 2.8	LM	330.7	+ 2.8
—Residential Telephones	1,716.3	1,713.7	1,710.1	1,677.0	+ 2.3	LM	1,716.3	+ 2.3
<b>INDUSTRY:</b>								
Index of Ind. Prod. (1947-49=100)	128.0p	128.4	131.4	137.4	— 6.8	A	134.2p	+ 0.5
Steel Production (000 Tons)	N.A.	1,148.8	1,314.1	1,163.7	N.A.	Tx	18,034.3	+23.1
Petroleum Refining (Jan. 1957=100)	N.A.	102.9	100.2	112.1	N.A.	Ax	101.5	+ 0.7
Ind. Gas Cons.—Chgo. (000 Therms)	15,056	13,791	13,819	16,839	—10.6	T	172,245	— 3.3
Electric Power Prod. (000,000 K.W.H.)	2,166	1,986	1,978	2,137	+ 1.4	T	23,920	+ 5.0
Dressed Meat Und. Fed. Insp. (1953=100)	64.2	60.2	64.0	61.5	+ 4.4	A	61.4	—13.2
<b>TRADE:</b>								
Dept. Store Indexes (1947-49=100)								
—Sales (Seasonally Adjusted)	127	119	130	123	+ 3.3	A	123	+ 0.0
—Inventories (Seasonally Adjusted)	N.A.	144	145	141	N.A.	Ax	143	+ 5.1
Retailer's Occupational Tax Collections (Municipal Tax Excluded) (000)								
—Chicago	N.A.	\$ 10,533	\$ 9,711	\$ 10,192	N.A.	Tx	\$111,712	+10.2
—Chicago Mettr. Area (6 Ill. Counties)	N.A.	\$ 18,232	\$ 16,757	\$ 16,957	N.A.	Tx	\$189,748	+12.6
Consumer Price Index (1947-49=100)								
All Items—Chicago	130.6	130.5	130.7	129.0	+ 1.2	A	129.9	+ 1.4
New Passenger Cars—No. of (R. L. Polk)	N.A.	23,898	22,880	23,484	N.A.	Tx	293,167	+ 7.9
Total Water Imp. Exc. Grain (Sh. Tons)	0	N.A.	48,256	0	0	Txx	244,509	N.A.
Total Water Exp., Ex. Grain (Sh. Tons)	0	N.A.	79,069	0	0	Txx	646,712	N.A.
Steel Mill Imp.—Port of Chgo. (Sh. Tons)	0	15,378p	12,319	0	0	Tx	80,793	—64.6

T=Total of 12 months. Tx=Total of 11 months. A=Average of 12 months. Ax=Average of 11 months. LM=Latest month. P=Preliminary. NA=Not Available. \*Indicates residential vacancy rate. r=Revised. Txx=Total of 10 months.

(Cont. on page 26)

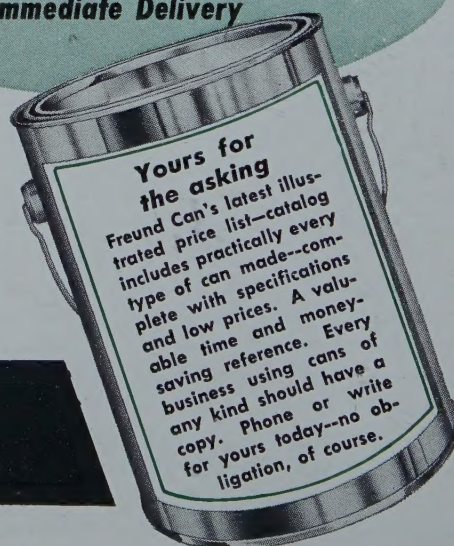
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For information regarding the benefits your Corporation can enjoy by having a Savings Account at BELL SAVINGS, phone, write, or visit our Savings Department and ask for a copy of our Financial Statement and Savings Literature.



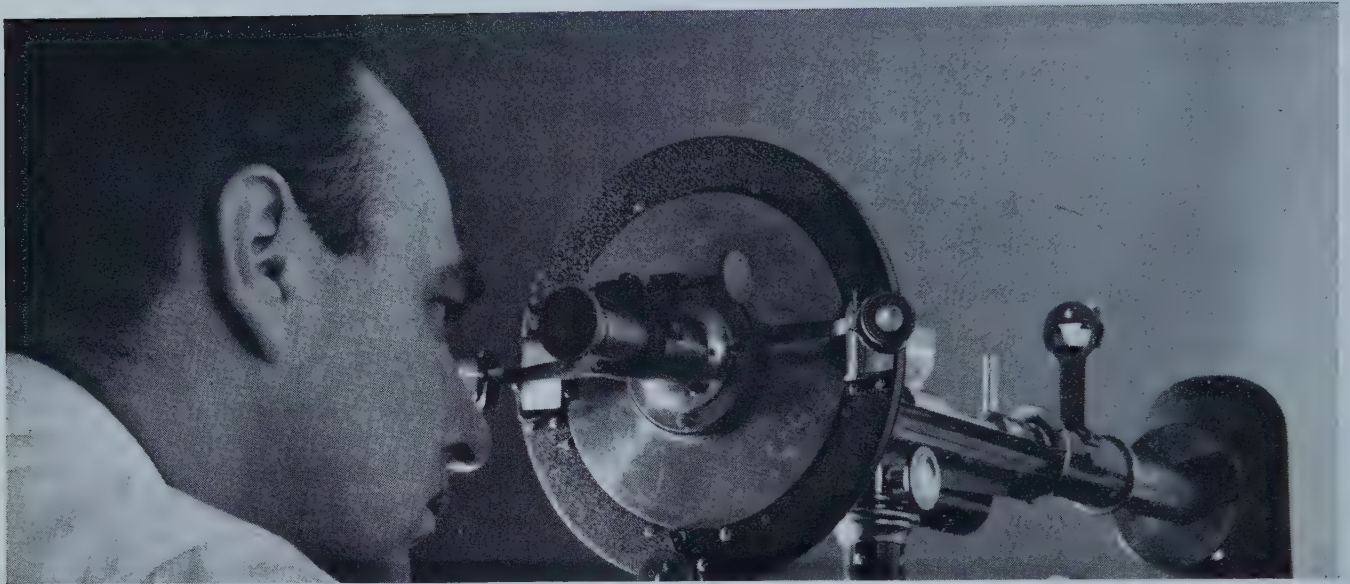
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# Where will better drugs come from tomorrow... if pharmaceutical research is cut back today?



A speculative question—but hardly an idle one—since it has actually been proposed that the “rigid patent controls” of the drug industry be “broken up” in order to “spur” competition.

The only competition in a patent-less pharmaceutical industry would be that of economic anarchy. Companies which through the years have painstakingly trained scientists and built costly research facilities would have little incentive to seek new drugs—if their discoveries could soon be pirated and exploited by others who have made no such investments. Regardless of humanitarian goals, these scientific centers would inevitably wither.

Make no mistake...the research triumphs of the drug industry stem in good measure from a dedicated desire to conquer disease. But this motive could not exist without some expectations of profit. We need the protection of the American patent system. Guard it well. For what happens to our patent heritage in *all* of industry if it is eroded in any *one* industry?

*Abbott Research Today—Means Better Health Tomorrow*

ABBOTT



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## ***Protect Chicago's Parks***

Last month the Supreme Court of Illinois ruled that Garfield Park might be sold to the University of Illinois as a site for its Chicago campus. A rehearing by the court has been requested and a committee representing various civic organizations has said it will fight the Illinois court's decision to the Supreme Court if necessary.

Attorneys for the civic groups say that should this decision stand, the parks and forest preserves of Cook County will all be in jeopardy. The parks and forest preserves of this area are one of its rare and great assets. No other community has such an extensive system of recreational areas. Until the recent decision of the Supreme Court of Illinois, the system was held inviolate. In contrast, many other cities throughout the country have seen their recreational areas taken over for toll roads, parking areas, public housing and other purposes. It was only after the space was gone that they realized their loss.

The University of Illinois Trustees at this writing have not said they would accept the Garfield Park site. It is to be hoped that they will not. For the long run, however, the Illinois court's decision must be reversed or legislation protecting parks and forest preserves must be passed if the community's recreational areas are to be protected against gradual absorption, for what may seem to be in each instance a worthy purpose but in the end could deprive the community of one of its most valued resources.

## ***Faith In Central Area***

The latest new commercial building announced for Chicago is to be the city's greatest. A \$150 million office, hotel, apartment center will be built on air rights over the Illinois Central tracks along East Randolph overlooking Grant Park.

The building will be one-third again as high as Chicago's present two tallest buildings, the 600 foot high Prudential Building and the Board of Trade Building.

Among the investors in the firm which will build the development—the Illinois Center Corporation—are a group of Texans.

The six-block site on Chicago's lakefront was selected after the Dallas company made a national survey of all available downtown air rights sites. Tom B. Boston of Dallas, who is president of the company, said, "We think it is the finest prospect in the world. It has potentialities for investment surpassing those offered in any other city."

Such a testimonial to Chicago's future would be

sweet music to any Chicagoan's ear but coming from a Texan from Dallas, where civic pride runs extremely high, it is doubly sweet.

This latest \$150 million project comes on top of a record three years of commercial building in Chicago's heart, which is reviewed in this issue of *COMMERCE* in an article by Paul W. Kunning on page 17. Happily, despite some prophets of doom, there is no lack of investors with money to back their faith in the future of this city's central area.

## ***Progress in Sight***

Late in December President Eisenhower appointed a 15-member Presidential Railroad Commission to study work rules and practices in the railroad industry. The appointment of such a commission was recommended by both railway unions and railway management. Appointment of the commission and the choice of members have been highly praised. The gravity of the task facing the commission is generally recognized.

More is involved than the future of the railroad industry itself, important as that is. The questions to be considered are common to much of American industry. They explain in part the growing difficulty U. S. industry has in meeting foreign competition. They also contribute to unemployment.

Findings and recommendations of the commission will be filed with the President on or before December 1, 1961.

In announcing the personnel of the commission, President Eisenhower said, "The members of this commission . . . are embarking upon an effort that will have far-reaching and lasting consequences for the railroad industry . . . this commission represents a major and constructive innovation that will prove to be a significant achievement in the progress of labor-management relations toward greater maturity and stability. In resolving this problem in a manner fair to the men, helpful to the industry, and in the best interests of our country, the members of this commission will provide service of incalculable value."

The recommendations of the commission will be advisory only, but because of its stature and the pressure of public opinion for solutions to current management-labor questions its findings will carry great weight, and cannot be ignored by either party to the proceedings.

*Alan Study*



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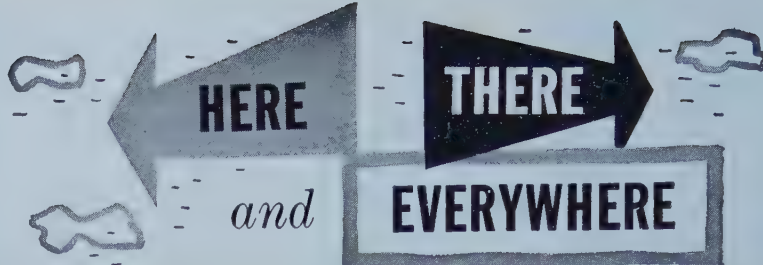
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**OFFER GOOD LIMITED TIME ONLY**



• **Engineers Week**—The Illinois Society of Professional Engineers' annual Engineers Week will be observed February 19-25. As part of the observance, professional engineers will talk to 1600 students of Lane Technical High School. Talks by engineers are also scheduled for the downtown chapters of Kiwanis and Lions. A banquet in McCormick Place February 23 will be attended by 1,200 engineers and their wives, according to Hans Hasen, Engineers Week Committee Chairman, Senior Engineer, Harza Engineering Company.

• **Marketing Talent**—The Chicago Chapter of the American Marketing Association has invited students from 140 accredited colleges within 350 miles of Chicago to its Fourth Annual Marketing Careers Conference at the Palmer House, April 14-15. Interview opportunities will be provided for students who are ending full-time college (two-year, four-year, or graduate) and are seeking jobs in marketing. Interested companies may write for details to Paul Biernat, 820 N. Michigan avenue, Chicago, 11.

• **Pan Am's Marketing Service**—The first international marketing advisory service established by an airline has been provided to cargo shippers by Pan American Airways at more than 100 trading centers abroad, according to Willis G. Lipscomb, vice president, traffic and sales. Using experience of Pan Am's personnel with decades of cargo handling training on the seven continents, the airline has placed the service at the disposal of active and potential cargo customers without charge in all countries serviced by the airline. Personnel in all sales and cargo offices around the world are prepared to answer specific ques-

tions about economic conditions in hundreds of localities in many foreign countries. They will also provide information about airline routings, customs procedures, regional use of different types of cargo containers, rates, insurance, and listings of local producers, buyers, distributors and bankers.

• **Management Conference**—More than 1,000 executives are expected to attend the Ninth Annual University of Chicago Management Conference March 1 in McCormick Place. The conference is sponsored by the Graduate School of Business of the U. of C. and the Executive Program Club, an organization of alumnae. Purpose of the conference, according to Neele E. Stearns, associate dean for special programs of the Graduate School, is to examine with executives new tools, ideas and forces which will influence management practices.

• **Credit and Collection Letters**—Just published at \$5.95 by Channel Press, Great Neck, N.Y. is "Credit and Collection Letters: New Techniques to Make Them Work" by Richard H. Morris. Sponsored by the National Association of Credit Management, Morris' first book on his correspondence techniques covers all phases of collection problems. The author explains what's wrong with most credit and collection letters and gives examples of the various types of letters needed to give a collection series the proper continuity. Morris has been called by "The Saturday Evening Post" "The nation's leading authority on business letters".

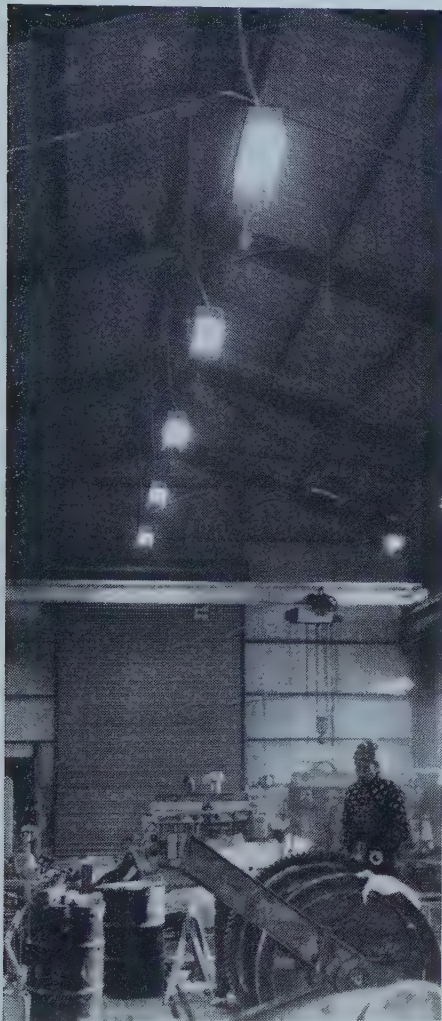
• **Time Flies**—Nearly 4 million babies born in 1946, first full post-war year and first of a long series

(Continued on page 54)



# new quartz lamps deliver instant warmth wherever it's needed

Three typical applications that demonstrate how amazing quartz lamps are being used to solve unusual heating problems



**Machine shop.** Overhead quartz lamps keep workers warm and comfortable—even when the large door is left wide open.



**Commercial kitchen.** No waiting on a furnace or a boiler. Ceiling quartz lamps beam down heat at the flick of a switch.



**Bank entrance.** Radiant Heat beams warm welcome to customers; also keeps entrance free of snow and slippery ice.

Quartz lamp heating requires no furnace, ducts or pipes—and no more maintenance than an electric light bulb. It's ideal for spot comfort heating in large buildings (warehouses, garages, maintenance shops); where areas are semi-exposed (service stations, store entrances); where areas are used periodically (gymnasiums, ticket booths). For complete information on quartz lamp heating applications, call your Commonwealth Edison or Public Service Company representative.



**Commonwealth Edison**

AND

**Public Service Company**



Production by  
**CLIFF BRAUN**  
ABC-WBKB

Narration by  
**JIM CONWAY**  
WGN-TV

**FAHEY FLYNN**  
CBS  
WBBM-TV

**ALEX DREIER**  
ABC  
WBKB

**FLOYD KALBER**  
NBC  
WNBQ

Script by  
**ROBERT CUNNINGHAM**  
DIRECTOR,  
PUBLIC RELATIONS  
CACI

Film Editor  
**DON BEYER**  
CACI  
PHOTOGRAPHER

## CHICAGO ASSOCIATION OF COMMERCE AND INDUSTRY

### 57<sup>th</sup> ANNUAL MEETING

**C**HICAGO first is not a boast. It is a fact of life. Documented through television techniques and in cooperation with the Chicago Chapter of the Academy of Television Arts and Sciences, we will present an audio and visual toast to Chicago, "America's Most Exciting City."

Although we know where to begin, Chicago is first and finest in so many areas that the problem is where to end.



Here is the beginning.

Chicago was ideally situated for her reigning status. The water and land were here. Then men of perception discovered and developed the area. Men of brawn and brains joined them and hammered these natural assets into the shape of a great city. Strongly motivated, using muscle and mind, they laid the groundwork for what is acknowledged to be the finest front door to any of the world's major

cities. Mention Chicago to someone who has been here, and to many who haven't, and this is the image they remember.

But, let's look through this glamorous facade . . . Let's take an inventory—a good, common American phrase—Let's not count only the dollars and cents on hand, but let's try to measure some of the important intangibles, and find out why Chicago, (only 128 years old and still a baby among great cities) is so exciting.

We Chicagoans have reached the enviable status of being the most productive, the best paid, the thriftiest, best fed, and probably the happiest citizens residing in any American Metropolitan area. We have an exciting and boisterous past, but it is only the preface to a brilliant and thrilling future.

The busiest corner in the world . . . famed State and Madison—has changed dramatically since our ancestors fought their way, flintlock in hand toward the central area. Now



# CHICAGO FIRST



this corner is the precise center of retail activity for all the Midwest . . . the showcase for products manufactured by Chicagoans and most of the Mississippi Valley. Of course, most of us still remember when we fought our way into the Loop area down dark and narrow streets impatiently waiting for time consuming congestion to clear so we could cut ourselves a path through the wilds to Wabash, Wacker and Washington.

But basic improvement has been sensational, and it will continue. Our impressive expressway system, still under construction, will be completed in the sensational sixties. Chicago was the first to provide for public rapid transit as a part of an expressway. Chicago is first to have double-decker air conditioned commuter-rail service.

Chicagoans *can* get to where they want to shop. And shop they do . . . Last year, there were retail purchases amounting to 9 billion, 400 million dollars in the Metropolitan

area . . . that's an increase of 100 million dollars over the previous high set in 1959.

Retail sales are big, your personal budgets will attest to that . . . But measure them against the Chicago area's annual gross production last year of \$26 billion dollars and you get a new perspective of the vitality and dynamic growth of our fine city. Here are some startling facts. . . .

Quaint, colorful Chicagoland is snugly settled in the crook of Lake Michigan, where lake breezes daintily direct rippling waves up our sandy shores. Yet, this slumbering Middle Western community of ours has a gargantuan total production more than all of Italy, and equal to the total production of Japan.

We're a precocious community too. In only 65 years Chicago grew from a minute midwestern fortifica-

Featured on the program of the 57th Annual Meeting of the Chicago Association of Commerce and Industry, Grand Ballroom, Palmer House, February 8, 1961 were: Richard J. Daley, Mayor of the City of Chicago; Otto Kerner, Governor of the State of Illinois; Paul W. Goodrich, Association President and President, Chicago Title & Trust Company; James E. Rutherford, Association President-Elect and Vice President in Charge of Mid-America Operations, Prudential Insurance Company; and Thomas H. Coulter, Association Chief Executive Officer.

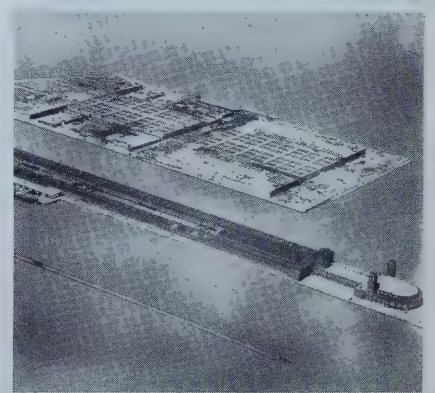
"Chicago First," presented on these pages, is a condensation of the script for a live and film presentation about America's most exciting city featuring, in person, top Chicago television newscasters for the first time on one program.



tion, half hidden in the sylvan shadows, to a throbbing metropolis. By the 1890's Chicago was hailed as queen city of the nation's expansive midwest, with one million inhabitants. It took Paris well over 650 years to reach the million mark .

We've alluded to water, let's discuss it a little further. . . . Water, which was so important in the choice of the original site of Fort Dearborn, continues to play a major role in making Chicago great. We have the world's largest inland port. We efficiently send goods down the Mississippi to New Orleans and up the St. Lawrence to Europe.

The city fathers have developed a program calculated to make Chi-



cago the healthiest in the nation. When this scheme is completed in 1962, it will be possible to supply filtered water to all of Chicago's residents. On the south side, a million and a half people already are savoring the mellowness of cool freshly filtered water. Many engineers consider the South District Filtration Plant at 79th street and the lake to be the greatest marvel in its field since the Roman emperors commanded their armies to construct the aqueducts.

In 1950 we became the first Ameri-



can city to monitor its water supply for possible contamination from radioactive waste materials, or from atomic bomb fallout. As if this were not enough, the Metropolitan Sanitary District of Greater Chicago, is the world's largest sewage disposal system, and has been named one of the seven greatest engineering achievements of man.

Chicago is the uncontested trans-

O'Hare still under construction is the world's biggest commercial air field, lakeside Meigs Field is the world's most convenient landing strip.

Aviation now combines with another 20th century innovation to emphasize a new breakthrough in education. Here is the first airborne television transmitter, which in the next few weeks will begin adding to Chicago's already vast educational advantages. Airborne transmitted lessons will bring the highest caliber of teaching, the newest methods and the most efficient techniques to a potential 5 million Midwest students. When this far-sighted, and far-reaching concept begins on an experimental basis, thousands of the Chicago's Area's young scholars will be enlightened from above.

While the airborne class room is new for Chicago, education by television is not. In 1956, Chicago became the first to offer an entire curriculum of major college courses by television. Since then over 30,000 persons have applied for credit in the TV College, more than 50,000 have registered not for credit, and more than 181 have received the equivalent of junior college degrees, taking all or the majority of their credits on WTTW. Latest WTTW figures show an unduplicated monthly audience of one-and-one-half million viewers per month.



But, this is only part of the Chicago Public School System's forward look. Since 1953, 75 new schools have been built, and 64 additions have gone up. In the next year, 54,000 new school seats will have been provided in the Metropolitan Area. Through continuing research by the Public School System, new courses and procedures are being developed. Today, Chicago Public

Schools are considered by educators around the world to be leading the field.

Chicago, too, is the first city for religious schools. Five hundred and thirteen Catholic schools, with an enrollment of 332,117 students, make the Chicago Archdiocese the largest in the nation. The Lutheran School System enrolls more students in Chicago than in any other U.S. city. And for higher education in all fields, Metropolitan Chicago provides bountifully for its residents and for students from around the



world, with 67 colleges, universities, seminaries and theological schools. More than 110,000 persons are enrolled in these educational institutions. Also, attracting students and scientists to this area are Chicago's magnificent medical centers combining to make the city the first in the world in medical research and treatment.

Now we turn to one of the ugly problems that Chicago, and all big cities, face . . . slum clearance and area rehabilitation. Chicago is taking giants steps in the right direction. During the 50's we led the nation in housing development. The Hyde Park-Kenwood Development



(Continued on page 45)



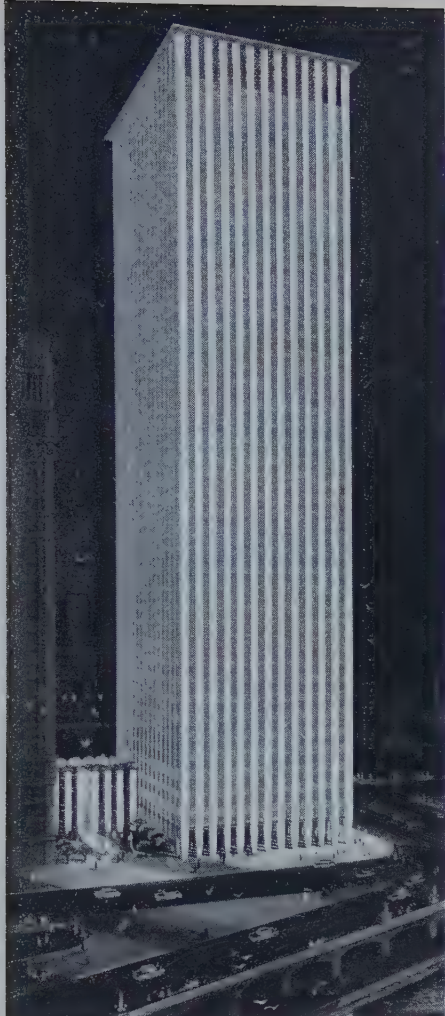
portation capital of the world, distribution center of the United States and a major originating center for American exports.

It is interesting to note that in 1959, Chicago exports were twice as great as the city's imports. In 1960, they were three times greater. Daily, more and more midwesterners are taking advantage of the greatest concentration of transportation facilities in the world. We are first in railroads, first in aviation, trucking, bus movements, and the last stop-but first port of the St. Lawrence Seaway which can handle more ship cargo than the Panama Canal.

From a small, halting and unsure beginning our metropolis has become air travel center of the world. The miniature Midway Airport which opened Dec. 1927 has grown to mighty Midway of 1961. Long known as the world's busiest airport.







United Insurance Company of America is erecting this 40 story marble and glass building at State street and Wacker drive at a cost of \$22 million

# Chicago's Record Commercial Construction

An impressive \$930 million has been spent for various commercial buildings in 3 year period

**By**

**PAUL W. KUNNING**

Director, Commercial Development Division  
Chicago Association of Commerce  
and Industry



Paul W. Kunning

**N**EW commercial building construction in the Chicago Metropolitan Area announced in the calendar year 1960 amounted to \$386.9 million. This came in addition to \$311.5 million of such construction announced in 1959 and \$231.6 million in 1958.

The impressive three year total, believed to be the best for any three year period in the city's history, is

reminiscent of the 1920's when a decision by the late Judge Kenesaw Mountain Landis, known as the Landis Award, brought to an end a long standing dispute between the building trades unions and the contractors and unleashed a building boom, the like of which Chicago had never seen before.

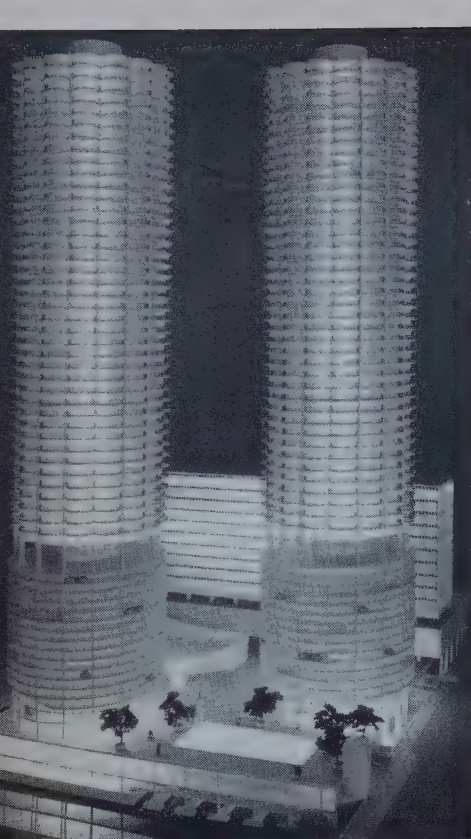
Reasons for the current wave of building construction announcements are many and varied. They include:

1. Metropolitan Chicago's enormously accelerated activity in commerce, industry, finance and the service trades.
2. Its ever-broadening economic base.
3. Anticipation of further growth resulting from increased use of the St. Lawrence Seaway, of commercial jet aviation, and of the city's great new showcase and ex-



McCormick Place, Chicago's great new \$35 million showcase and exposition center on the lakefront at 23rd street is now open and functioning





Marina City's twin 60 story towers on north bank of Chicago River between State and Dearborn streets combine apartment living, office facilities, theatre, garage, restaurants, swimming pool and marina for 700 craft

position center - McCormick Place.

4. Individual company modernization and expansion programs.

Whatever the reasons, the earmarking of \$930 million, in a three year period, for commercial building construction constitutes a resounding confirmation of the Chicago Metropolitan Area's dynamic growth and an expression of great confidence in its future and the nation's future.

### *Diversified Uses*

The new commercial building construction announced in 1960 is designed to serve many and diversified uses. However, a major portion of this construction falls into four categories. These, in terms of the numbers of dollars to be invested, are office buildings, followed by shopping centers, hotels and motels, and service establishments (combination warehousing and distribution centers).

The great bulk of the new office building construction will be in the central business district. However, many outlying areas, particularly

the northwest side of Chicago, come in for a goodly share. Hotel and motel construction will be concentrated largely in or near the loop, especially on South Michigan Avenue, and around O'Hare Field. Shopping centers and new warehousing and distribution buildings are going up around the city's fringes and will be scattered throughout the metropolitan area.

Following are some details of the construction announced in 1960 starting with office buildings: United Insurance Company of America - a 40 story marble and glass building to be erected at State St. and Wacker Drive; cost \$22 million. United Air Lines - a combination office building and stewardess-management training school to be erected near O'Hare Field; to contain 462,000 square feet of space and to cost \$9 million. The Continental Companies - a 22 story building; 500,000 square feet of space, at Jackson and Wabash; cost \$15 million. This will be the first major office building to be erected on Wabash Avenue since 1927.

Marina City - a twin tower 60 story building going up on the north bank of the Chicago River be-



This handsome 15 story building will be built by Home Federal Savings and Loan Association of Chicago at State and Adams streets



Hartford Fire Insurance Company's new 20 story building on Wacker Drive at Monroe street features canopies of concrete and 66-foot wide plaza



A recently opened 14 story motor hotel at 225 N. Wabash avenue is Oxford House featuring executive suites "in grand continental manner"



tween State and Dearborn Streets. Cost \$36 million. The buildings will provide 10 stories of office space, 896 apartment units, a marina for 700 small craft, garage facilities, theatre, swimming pool, restaurants and skating rink.

Home Federal Savings and Loan

Association — a 15 story building at State and Adams Streets to provide 150,000 square feet of space and to cost \$6 million. American Library Association — a five story office building at 50 East Huron Street to cost \$1 million. Illinois Bell Tele-

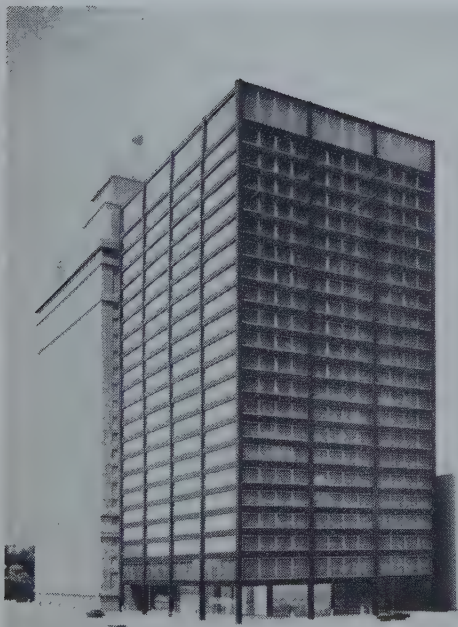
(Continued on page 30)



International Minerals and Chemical Corp's. new administrative center in Skokie at 5401 Old Orchard road is representative of numerous office buildings going up in suburban areas



Recently completed 23 story addition to Harris Trust and Savings Bank boasts 11th and 12th floor "cummerbund" which cares for air conditioning installation



The Continental Companies' new 22 story \$15 million building at Jackson and Wabash is first new office building on Wabash since 1927



A handsome new office building addition to LaSalle Street is \$16 million 23 story LaSalle-Jackson Building



One of 5 Aristocrat Inns of American hotels is Essex Inn at Michigan and 8th.



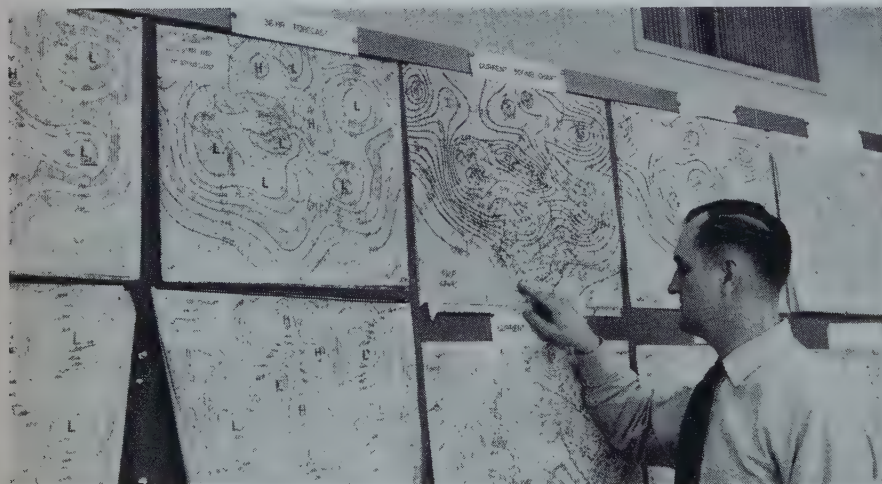
# How Business

By

**FRANK M. KLEILER**



Above, an employee of the U.S. Weather Bureau receives data from weather posts around the world as part of the world-wide information and analyzing network



A meteorologist in the Extended Forecast Section of the Weather Bureau indicates a significant development in an upper air weather chart



A UNIT known as the Weather Advisory Service in the Engineering Department of E. I. du Pont de Nemours and Company helps executives in the corporation's widely scattered and diversified operations cut losses and increase profits.

Its professional meteorologists are useful in scheduling work on construction projects. They alert the operating and maintenance personnel to threats of rain, tides, floods, wind and cold so that property can be protected. They help decide where new plants should be located. They assist in making sales forecasts. In dozens of other ways they facilitate practical adjustments to the capriciousness of the weather. They even help plan cafeteria menus, because the demand for soup is greater on cold days and the demand for cool salads is greater on hot days.

Du Pont finds that expert forecasters are useful in controlling inventories where variables of weather are involved. Paint sales climb when weather is encouraging for painters. Sales of anti-freeze hit their peak in any city during the three days following the first night when the thermometer drops to 32 degrees. A rainy spring spurs the demands by farmers for fungicides.

This corps of private weathermen

An operator in the control room of a numerical computing processing machine which analyzes and predicts, numerically, weather charts for use of meteorologists at the Weather Bureau's National Meteorological Center



# Uses the Weather Bureau

## **Meteorology cuts losses — Increases profits for many firms**

was created by du Pont in 1943 when top executives found that there was a need within the firm for special weather information which was not available — or which was available only in a limited way — from the local public weathermen. The company meteorologists, however, are dependent upon the U. S. Weather Bureau for most of their information.

The Weather Bureau officials in Washington direct a world-wide information-gathering and analyzing network. It has about 350 stations manned by full-time employes and more than 100 stations manned on a part-time basis. Cooperating with the Bureau also are 10,000 volunteer observers, about 2,000 ocean vessels, 250 Federal Aeronautics Administration stations, and another 250 supplementary airways reporting stations.

### **Daily Reports**

In their office near Wilmington, Delaware, the du Pont weathermen receive the daily weather maps and other government publications produced from this mass of data and translate them for the company's specialized use. More importantly, they also receive by teletypewriter a great wealth of forecasts, reports, summaries, and a wide variety of weather information as fast as the government collects and distributes it to its own bureau offices.

Esso Research and Engineering Co. is another firm which has meteorologists on its staff, because many operations within the petroleum in-

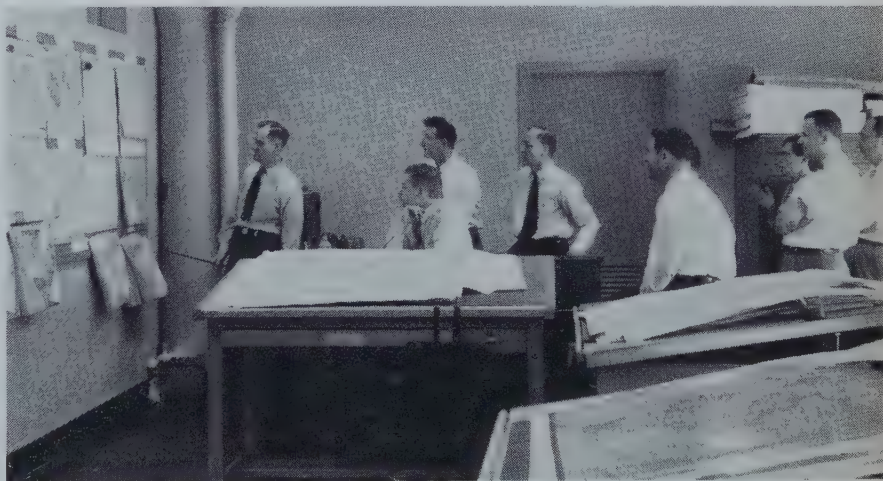
dustry are directly affected by the weather. To solve production and distribution problems — especially of oil for residential heating — the company requires the best possible forecasts. Peak winter needs for heating oil are met not only from production during the heating season but from inventory built up during the summer; operations in warm weather must be scheduled on the basis of estimates of how cold the next winter will be and how long it will last.

The air lines were the first business firms to add meteorologists to their payrolls — they started in the 1920's. This kind of staff specialist

is now found in utilities and many other industries. Some companies have experimented with staff meteorologists and found that for their particular purposes they could not improve upon the government forecasts enough to warrant the expense. Jones & Laughlin Steel Corporation installed a small meteorological unit around 1950 but discontinued it later and now relies on the U. S. Weather Bureau advisories.

Like any other industry, America's steelmakers are affected by the weather. Freezing temperatures suspend ore-mining in Minnesota and

*(Continued on page 41)*



Analysts at the U.S. Weather Bureau's National Meteorological Center at Suitland, Maryland examine and discuss some of the dozens of weather charts prepared each 24 hours



A U. S. Weather forecaster prepares a weather map for transmission over the Bureau's facsimile chart circuit



# Business Highlights



Built by Electro-Motive Division of General Motors, La Grange, this 8000-horsepower GP-20 locomotive has been demonstrating on more than a dozen U. S. railroads. Locomotive consists of four 2,000 horsepower units and has rolled up more than 40,000 demonstration miles. Its performance highlights Electro-Motive "locomotive replacement plan" which allows railroads to turn in older locomotives for economical and powerful GP-20 units

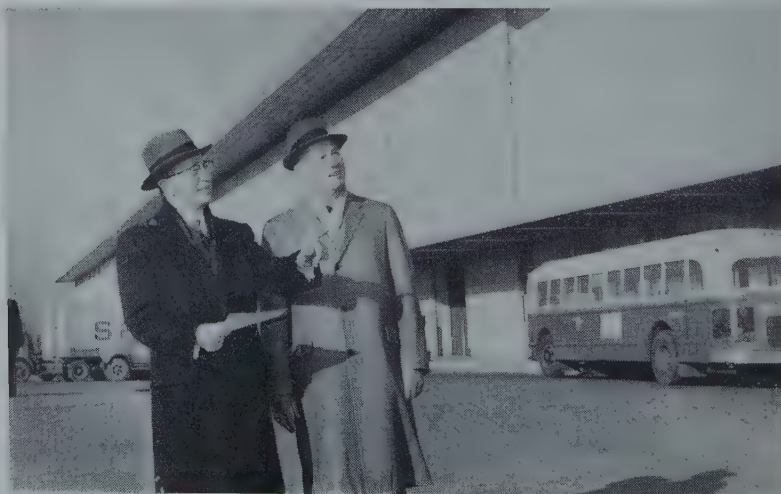


Judson B. Branch (l), President, Allstate Insurance Companies, accepts 1960 Marketing Man of the Year award from David Hardin, President, Chicago Chapter, American Marketing Association. Branch was honored for "providing dynamic consumer-oriented marketing leadership while continuing Allstate's pioneering philosophy"



State Street Council and Illinois Retail Merchant's Association members were hosts to a group of United Kingdom retailers January 19 at luncheon in Palmer House. Participating in exchange of international retailing information were (l to r) John Ramage, Director, Drapers Chamber of Trade, London; C. Virgil Martin, President, Carson Pirie Scott & Co. and Chairman, State Street Council; Ernest Marriott, Managing Director, Brown Muff & Co., Ltd., Bradford, England

American Telephone & Telegraph Company will hold 1961 annual meeting in Chicago's New McCormick Place April 19, first time AT & T has ever held annual meeting outside New York City. Looking over new lakefront exposition center are J. W. Cook (r), AT & T Vice President, who made announcement, with William V. Kahler, President, Illinois Bell Telephone Company







The Auto-Porter car has its first American showing in Chicago, sponsored by North American Car Corporation in cooperation with B. & W. Enterprises, Inc. Manufactured by Joseph Graaff Co., Elze, West Germany, car is 120 feet long, of light weight construction, using high strength steel. Runways at ends of upper deck are adjustable, so that incline of ramp may be reduced for loading of automobiles to upper deck. Any number of cars may be coupled together and automobiles may be loaded from end of train without uncoupling any car



Reorganization of American Oil Company into coast-to-coast petroleum marketer became effective with signing of papers transferring Standard Oil's operating assets to American Oil. Standard Oil (Indiana) President John E. Swearingen (seated l), and American Oil Company President L. W. Moore (r) signed. Advising them are (l) Merwin Bristol, General Counsel for Standard Oil and Richard J. Farrell, American Oil's new General Counsel. American Oil has moved its general office from New York City to Chicago



A push button panel controls power jacks on each of four tracks and movement of cars in and out of car repair shop now in operation in conjunction with Milwaukee Road's Bensenville yard. Shown at a control panel is W. C. Mauer, district general car foreman at Bensenville



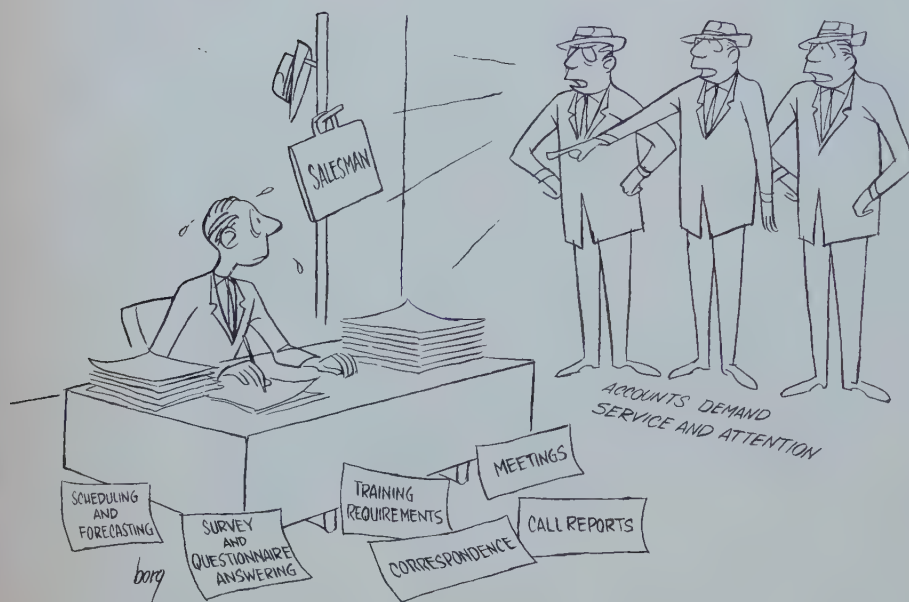
Fred Lilley (center), blind operator of news and cigar stand in Chicago's Main Post Office, has received unusually practical gift from Automatic Canteen Company of America—a newly designed machine which enables him to detect bills of \$1, \$2, \$5, \$10 and \$20 denominations without seeing them. It was invented by Curtis M. Surber (r), President, Surber Electronic Research Corporation. James McGuire (l), Assistant Vice President of Automatic Canteen, gave Lilley the machine



# Are Your Salesmen Out Selling?

By

**RAYMOND DREYFACK**



“OUR main objective,” says chief sales administrator Andrew W. Spickart of Alcoa’s Los Angeles office, “is to help salesmen spend more time with customers. Every minute involved in administrative detail detracts from the primary task — selling.”

Lost sales time means lost sales revenue. Based on the reactions of many executives and salesmen interviewed for this article, too few firms today subscribe to this premise, or else are painfully unaware of the loss involved.

Which are the extra-curricular activities that reduce precious selling time? Call reports, training requirements, survey and questionnaire answering, meetings, correspondence, scheduling and forecasting. These figure prominently.

“Eighteen per cent of my time is spent in school,” complains one office machines salesman. “Add to this another 13 per cent for call reports, forecasting, correspondence, and a third of the week is shot. My customers and prospects just don’t see as much of me as they should.”

Where do you draw the line between essential and non-essential activities? Unfortunately no rule of thumb will work the same way for two companies. Type of industry,

income level of sales personnel, emphasis laid on service, the competitive picture and many other factors determine the most practical allocation of a salesman’s time.

All a company can do, consultants feel, is develop an awareness of problems involved and make an appraisal based on the available facts and experience. Open-minded research will often reveal conditions formerly concealed by a thick crust of misconception.

## **Call Reports**

Call reports, for example. What is their value? Most salesmen queried wrinkle their noses at the phrase. Says one building supply manufacturer field rep: “As far as I’m concerned the call report’s the company’s way of checking up on us. But they’re kidding themselves if they think we’re stupid enough to leave ourselves uncovered.”

A forms salesman echoes: “In the final analysis you’re judged by the business you bring in. If I can wangle a good order by killing half a day on the golf course with a prospect I’d be a fool to pass it up. But if I wrote that on a call report I’d be crazy.”

One steel distributing company

recently eliminated call reports altogether. They decided information received wasn’t reliable enough to warrant the time and expense devoted to processing them. Salesmen involved claim they’re covering more ground than ever before, which may or may not be the case.

Here’s an oft-repeated comment on the subject: “I suppose the reports are of value to the company. But it would make me feel better if I knew how they were used.” Makes sense too. If value is to be derived from call reports, greater reliability may be assumed if the individual doing the job is given to understand the benefits of his labor.

## **Clerical Routine**

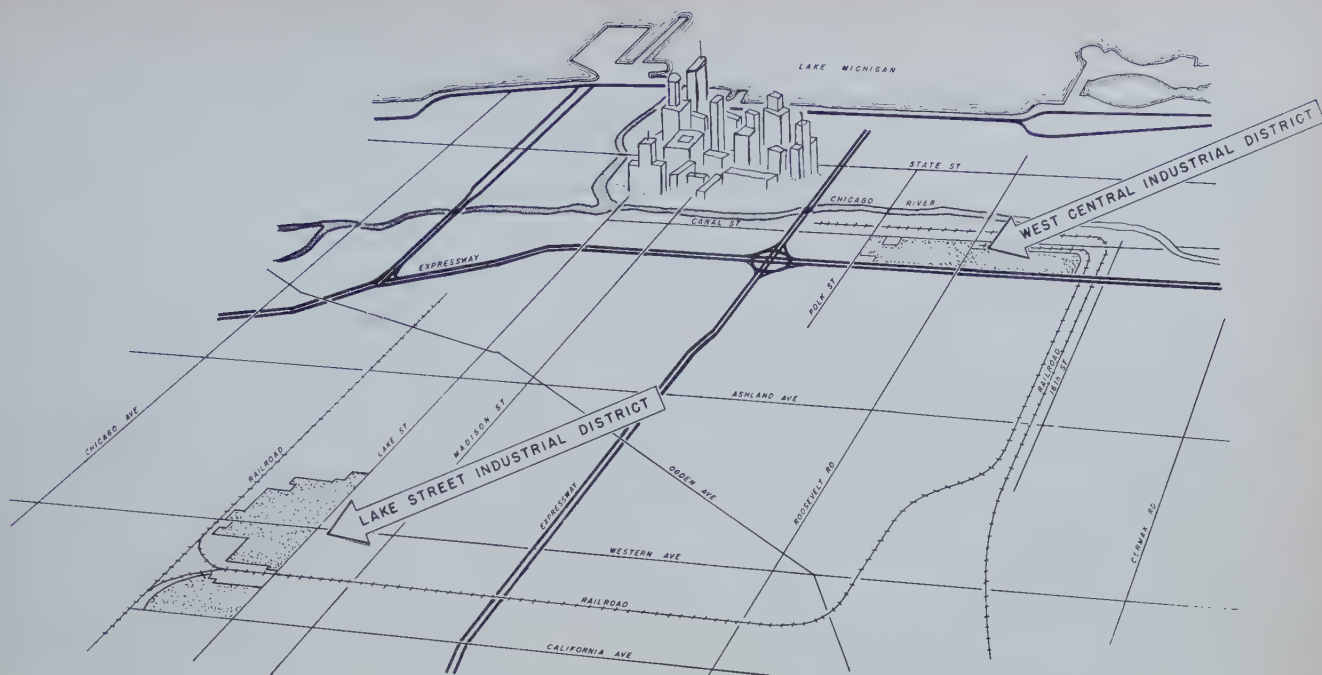
Another pilferer of many a salesman’s time is the routine clerical obligation he is forced to undertake. It’s incongruous that firms which scientifically evaluate and assign clerical help, thoughtlessly saddle high-powered and high-salaried salespeople with duties that a reasonably intelligent office boy could do as well if not better.

A highly specialized systems-salesman complains: “I spend a full day each week on filing and routine correspondence. Meanwhile my accounts are screaming for service and attention.”

Many an executive forehead has been furrowed with the question: How much of a salesman’s time should be devoted to training? In a field like chemicals, machinery, data processing and the like, this becomes a major brow wrinkler. A man selling EDP equipment, for example, is expected to be a kind of mythical sage conversant with almost any and all aspects of industry and finance.

More and more, organizations are





# LAND FOR SALE

## In Planned Industrial Districts

**162 ACRES BEING DEVELOPED JUST MINUTES FROM DOWN-TOWN CHICAGO**

NOW is the time to check the advantages of locating your business in close proximity to the down-town Chicago central business district:

- Each district easily accessible to Chicago's huge supply of skilled workers and technicians
- Reap the benefits of the "St. Lawrence Seaway" development which has made Chicago a world port of trade
- Vast new expressways have been and are being developed to facilitate quick truck deliveries to and from off-traffic delivery and loading docks
- Railroads serving all parts of the country are directly accessible to some sites
- Construction of modern industrial buildings near completion in a 44 acre section (West

Central Industrial District) of this development with a few choice locations still available for sale

- Sites ranging from a few thousand feet to 5 acres available or to be available in the remaining 118 acre planned industrial districts

UPON REQUEST the following will be furnished:

- Map showing the land to be sold
- Approved plan for sale of land
- Form of offer to purchase
- Approved redevelopment plan
- Form of redevelopment agreement
- Financial qualification questionnaire

For further information write to:

# CHICAGO LAND CLEARANCE COMMISSION

Room 516

320 North Clark Street

Chicago 10, Illinois

SU 7-6290



finding at least a partial answer to this dilemma in expanded specialization. An IBM salesman, as a case in point, will, during the course of a day, run into problems touching on any number of specialized areas. Consequently, backing him up in his sales effort, is an impressive array of

scientists, mathematicians, marketing, engineering, systems and programming experts, in addition to a separate corps of specific industry specialists ready to step into the picture when needed.

Particular danger lies with the firm whose operation is growing

gradually, but not too perceptibly, complex, in terms of technology or product diversification. Too often in such cases management is so deeply immersed in the forest it loses sight of the choking effect of the saplings taking root all about them. It could

(Continued on page 36)

## Trends

(Continued from page 8)

	Dec. 1960	Nov. 1960	Oct. 1960	Dec. 1959	% Change 12/60 vs. 12/59		Cumulative—12 Months 1960	% Change From 1959
<b>EMPLOYMENT AND PAYROLLS:</b>								
Total Labor Force (000).....	N.A.	3,035.4	3,022.4	3,057.9	N.A.	Ax	3,009.4	- 0.6
—Employed (000).....	N.A.	2,871.2	2,878.9	2,927.0	N.A.	Ax	2,865.1	+ 0.2
—Non Ag. Wage & Sal. Work. (000)	N.A.	2,567.5	2,580.1	2,618.8	N.A.	Ax	2,573.4	+ 1.4
—Manufacturing (000).....	N.A.	934.6	949.0	985.4	N.A.	Ax	960.0	+ 0.7
—Durable (000).....	N.A.	603.6	614.9	651.6	N.A.	Ax	628.4	+ 1.3
—Non Durable (000).....	N.A.	331.0	333.0	334.0	N.A.	Ax	331.5	- 0.6
—Non-Manufacturing (000).....	N.A.	1,632.9	1,631.2	1,632.4	N.A.	Ax	1,604.4	+ 1.2
—Unemployed (000).....	175.2p	164.2	143.5	130.9	+33.8	A	146.5p	-10.4
Insured Unemployment Cook and DuPage Counties (000).....	62,156	46,190	42,077	40,494	+53.5	A	47,094	- 9.0
Families on Relief (Cook County).....	35,337	33,442	32,842	35,935	- 1.7	A	34,914	- 8.1
Weekly Earnings in Mfg. (6 Ill. Cos.).....	N.A.	\$ 99.05	\$ 100.03	\$ 98.12	N.A.	Ax	\$ 99.60	+ 1.8
Weekly Hours in Mfg. (6 Ill. Cos.).....	N.A.	39.6	40.0	40.7	N.A.	Ax	40.1	- 1.2
<b>CONSTRUCTION AND REAL ESTATE:</b>								
All Building Permits—Chicago.....	1,213	1,515	1,962	1,475	-17.8	T	24,507	-11.9
—Cost (000).....	\$ 60,300	\$ 25,757	\$ 33,449	\$ 16,357	+268.6	T	\$ 424,931	+47.8
Dwelling Units Auth. by Bldg. Permits ..	5,335	2,842	3,803	2,143	+149.0	T	43,873	- 7.8
(Bell Savings & Loan Assn.) (No. of)								
—Single Family Units (No. of).....	1,167	1,589	2,296	1,764	-33.8	T	26,113	-26.3
—Apartment Units (No. of).....	4,168	1,253	1,507	379	+999.7	T	17,760	+45.8
Construction Contracts Awarded								
—All Contracts (000).....	N.A.	\$159,405	\$116,935	\$ 81,226	N.A.	Tx	\$1,456,948	- 1.4
—Non-Residential Contracts (000).....	N.A.	\$ 63,629	\$ 45,805	\$ 37,330	N.A.	Tx	\$597,691	+25.3
—Commercial Contracts.....	N.A.	\$ 29,334	\$ 10,815	\$ 11,514	N.A.	Tx	\$228,264	+53.0
Vacant Industrial Bldg. (1954-55=100)....	N.A.	90.0	95.9	90.7	N.A.	Ax	93.0	+ 2.3
Idle Elec. Meters (% of all Meters)*.....	2.16	2.24	2.34	2.09	+ 3.3	A	2.06	+ 6.7
Industrial Plant Investment (000).....	\$ 6,363	\$ 12,093	\$ 16,361	\$ 10,416	-38.9	T	\$223,582	-32.7
Construction Cost Index (1913=100).....	661	661	662	654	+ 1.5	A	658	+ 2.2
Structures Demolished—City of Chicago.....	118	195	204	299	-60.5	T	2,876	-13.2
Real Estate Transfers—Cook County.....	4,058	5,190	5,533	4,751	-14.6	T	65,517	-12.0
—Stated Consideration (000).....	\$ 2,442	\$ 4,148	\$ 3,354	\$ 3,424	-28.7	T	\$ 42,347	+ 2.2
<b>FINANCE:</b>								
Fed. Res. Member Banks in Chicago								
—Demand Deposits (000,000).....	\$ 4,406	\$ 4,119	\$ 4,224	\$ 4,442	- 0.8	A	\$ 4,191	N.A.
—Time Deposits (000,000).....	\$ 2,017	\$ 1,992	\$ 1,980	\$ 1,867	+ 8.0	A	\$ 1,926	N.A.
—Loans Outstanding (000,000).....	\$ 4,910	\$ 4,763	\$ 4,782	\$ 4,444	+10.5	A	\$ 4,684	N.A.
—Com. " Industrial Loans (000,000).....	\$ 2,854	\$ 2,903	\$ 2,956	\$ 2,622	+ 8.8	A	\$ 2,807	N.A.
Bank Debits—Daily Average (000).....	\$830,635	\$767,532	\$764,160	\$827,899	+ 1.9	A	\$770,388	+ 7.0
Chicago Bank Clearings (000,000).....	\$ 5,639	\$ 5,412	\$ 5,562	\$ 5,694	- 1.0	T	\$ 66,651	+ 2.0
Insured Sav. & Loan Assoc. Cook Co.								
—Savings Receipts (000,000).....	\$ 166.8	\$ 113.5	\$ 113.5	\$ 141.8	+17.6	T	\$ 1,697.8	+ 8.9
—Withdrawals (000,000).....	\$ 83.6	\$ 68.0	\$ 82.2	\$ 72.3	+15.6	T	\$ 1,236.0	+ 8.7
—Mortgage Loans Originated (000,000) \$	69.7	\$ 73.1	\$ 77.5	\$ 54.8	+27.2	T	\$ 907.3	-15.3
Business Failures—Chicago								
—No. of Failures.....	N.A.	26	25	16	N.A.	Tx	307	+ 7.0
—Total Liabilities (000).....	N.A.	\$ 1,451	\$ 1,249	\$ 984	N.A.	Tx	\$ 23,570	+30.7
Midwest Stock Exch. Transactions:								
—No. of Shares Traded (000).....	3,122	2,407	2,439	2,953	+ 5.7	T	31,666	- 9.1
—Market Value (000).....	\$115,868	\$ 92,086	\$ 88,151	\$199,469	-41.9	T	\$1,235,674	-15.5
<b>TRANSPORTATION:</b>								
Carloads of Rev. Frt. Originated.....	89,133	93,448	105,788	117,716	-24.3	T	1,299,382	+ 0.2
Express Shipments: Rail, No. of.....	912,819	751,652	703,331	1,018,862	-10.4	T	8,321,930	- 7.2
Air, No. of.....	90,925	84,139	92,718	96,329	- 5.6	T	1,035,299	+ 2.4
Natural Gas Dlv'd. by Pipe Line (000,000 Cu. Ft.).....	46,963	39,528	33,834	38,053	+23.4	T	424,011	+17.9
Freight Originated by Common Carrier Intercity Trucks—(Jan. 1958=100).....	99.0p	105.8	117.2	119.8	-17.4	A	118.9p	- 1.4
Air Passengers: Arrivals.....	N.A.	434,966	518,158	455,473	N.A.	Tx	5,418,062	+ 0.9
Departures.....	N.A.	448,842	527,102	476,137	N.A.	Tx	5,495,181	+ 1.2
Chicago Transit Authority Passengers:								
—Surface Division (000).....	35,146	34,203	35,838	37,393	- 6.0	T	421,832	- 2.5
—Rapid Transit Division (000).....	10,109	9,369	9,446	10,211	- 1.0	T	112,924	- 0.4
Air Mail Originated (000 Pounds).....	N.A.	3,918	3,541	4,463	N.A.	Tx	38,814	+68.8
Barge Line Freight Orig. (Sh. Tons).....	259,635	273,554	248,651	186,825	+39.0	T	3,142,607	+ 8.7

T=Total of 12 months. Tx=Total of 11 months. A=Average of 12 months. Ax=Average of 11 months. LM=Latest month. P=Preliminary. N.A.=Not Available. \*Indicates residential vacancy rate. r=Revised. Txx=Total of 10 months.



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**Protection Mutual Insurance Company**

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**Southeast Title and Insurance Company**

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**State Insurance Company of Kentucky**

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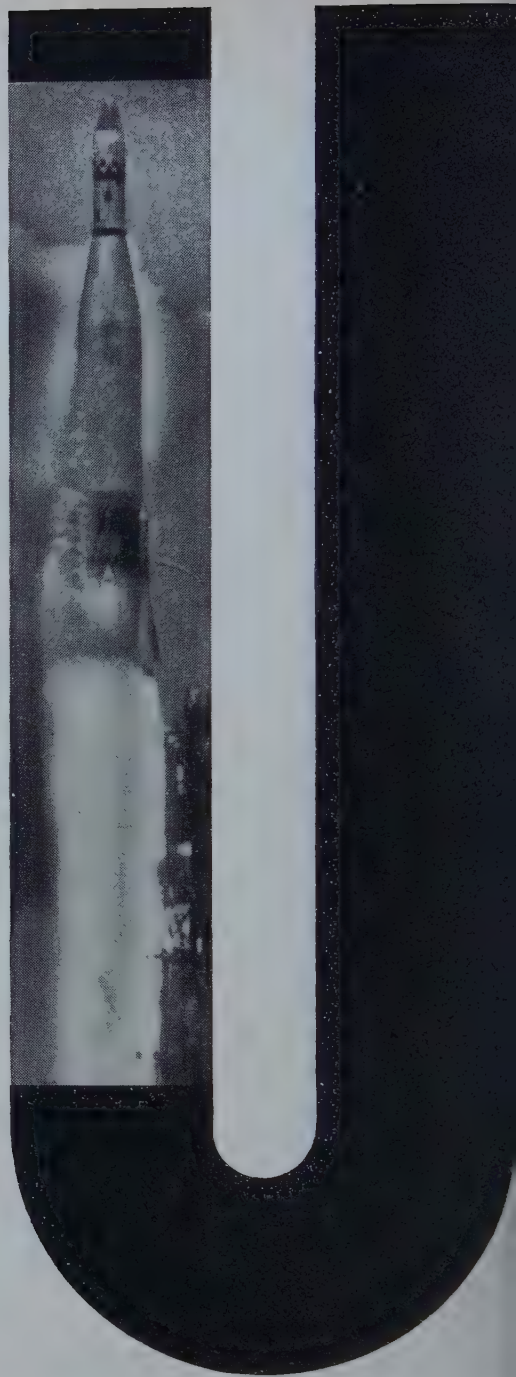
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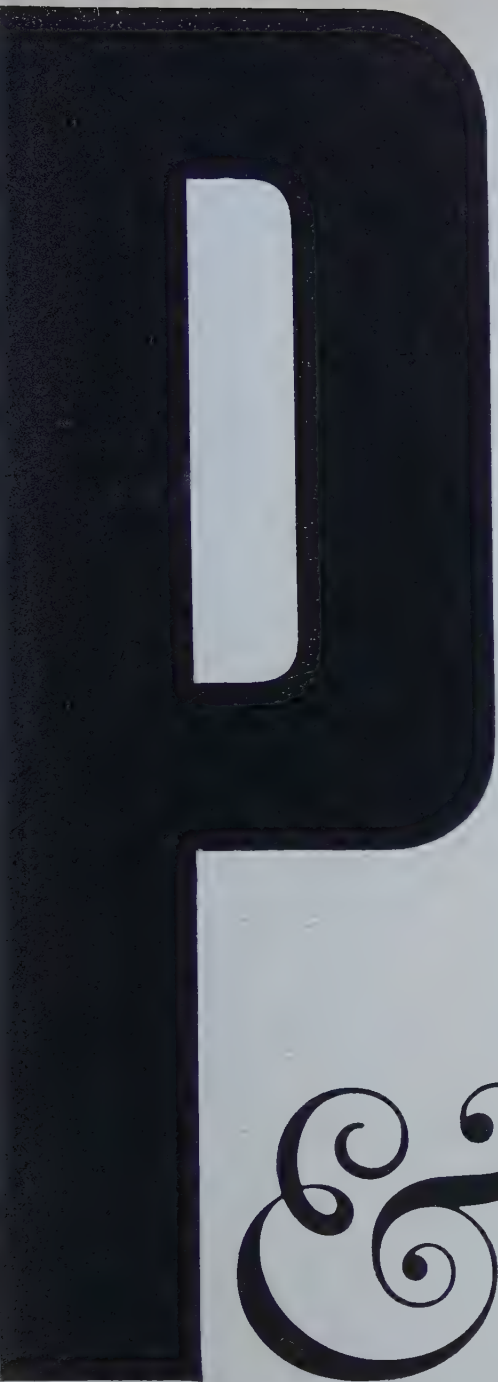




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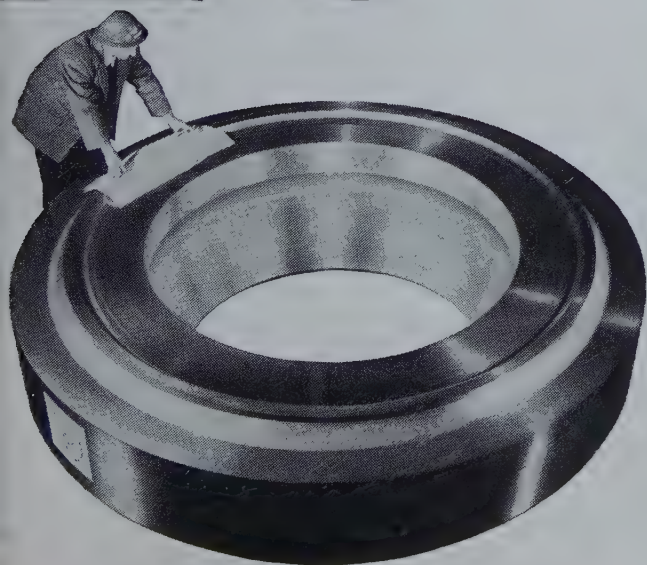




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# WHIZZ

## Chicago's Commercial Construction

(Continued from page 19)

phone Company — a six story office building at Dearborn and Illinois Streets to cost \$5,500,000. Marshall Savings and Loan Association — a \$1 million addition.

Anderson Commercial Park — a 100,000 square foot office building in Niles to cost \$1,500,000. Clipper Carloading Company — a combination office and terminal building at 3501 West Pershing Road, to cost \$1 million. Mercantile National Bank Building — a new headquarters at Jackson and Clinton Streets to cost \$4 million.

Chicago & Eastern Illinois Railroad Company — an office building in Chicago Heights to cost \$1 million. Eden's Office Park at Carpenter Road and Touhy Avenue — a 100,000 square foot office building to cost \$1,750,000. American Bar Association, 1155 East 60th Street — a four story office building to cost \$700,000.

Arco Automobile Carriers — a new office building at 79th and Hamilton to cost \$750,000. Moore Business Forms in Park Ridge — Building to cost \$550,000. Northwestern Savings and Loan Association, 2300 North Western Avenue — a new building to cost \$650,000.

White Motor Company, 1547 West Pershing Road — a combination office, sales and service building to cost \$750,000. Brookfield Savings and Loan at Brookfield; cost \$300,000. Protection Mutual Insurance Company in Park Ridge; cost \$350,000. Union National Bank & Trust Company, Elgin; cost \$500,000. Summit First Federal Savings and Loan in Summit; cost \$400,000.

## Shopping Centers

In 1960, construction of 24 additional shopping centers in the Chicago Metropolitan Area was announced. These include: Oakbrook Terrace Shopping Center, near Hinsdale, with 1¼ million square feet of space under cover; cost \$25 million. Randhurst Shopping Center in Mount Prospect; 1,350,000 square feet of space; cost \$20 million. Winston Park Northwest Shopping Center in Palatine — 528,000 square feet of space, to cost \$18 million.

Lawrencewood Shopping Center at Oakton and Waukegan Road in

Niles, with 260,000 square feet of space; cost \$3,900,000. Midway Airport Plaza just east of Midway Airport — approximately 300,000 square feet; cost \$3,500,000. Palos Plaza Shopping Center near Palos Heights — 470,000 square feet; cost \$3,500,000. West Aurora Shopping Plaza near Aurora, Illinois; cost \$2 million.

Brentwood Shopping Center near Bensenville; cost \$1,500,000. Consumers Mart of America, 5100 West 111th Street; cost \$1,500,000. Golf Mill Shopping Center at Golf Road and Milwaukee Avenue; cost \$1,500,000. Mount Prospect Shopping Center in Mount Prospect; cost \$1,250,000. Palatine Plaza Shopping Center near Palatine; cost \$1 million. Lockport Shopping Center in Lockport, Illinois; cost \$1 million. Eastgate Shopping Center in Lombard, Illinois; cost \$1,290,000.

## Motels and Hotels

In 1960, announcements of the construction of 41 motels and hotels in the Chicago Metropolitan Area were made. A motel, according to one definition, is "any building designed specifically to provide sleeping accommodations for motorists". This definition should be kept in mind in the light of what follows.

O'Hare Inn, near O'Hare Field, in DesPlaines; cost \$7,500,000. Described by its owners as "the world's finest jet-age motel and destined to be the world's largest", O'Hare Inn will have 534 sleeping units, numerous meeting rooms — one large enough to accommodate a gathering of 1,200 persons — restaurants by Henrici; a nine hole golf course and a swimming pool with underwater music.

Ascot Motor Inn at 11th Street and Michigan Avenue; 265 rooms; sidewalk cafe; \$3,500,000. Essex Inn at 8th Street and Michigan Avenue; 14 stories high and 350 guest units; cost \$6 million. Aurora-Hilton Inn at Aurora, Illinois; cost \$3 million.

Riverdale Motel in Hammond, Indiana; 553 units; cost \$4,500,000. Villa Park Inn Motel in Villa Park; 317 units; cost \$3,500,000. Water Tower Inn at Michigan and Chicago Avenues; 13 stories high; 240 guest rooms; cost \$7 million. Inter-



national Motor Hotel at Mannheim and Irving Park Roads; cost \$2 million. Park Ridge Plaza Motel in Park Ridge; 186 units; cost \$1,250,000. Suburban House, North Avenue and Mannheim Road; 160 units; \$1 million.

Americana-North Motel near DesPlaines; cost \$1 million. Americana Motel on Highway 20 near Gary; cost \$1,500,000. Dixie-Governor Motel at Governor's Highway and 175th Street; cost \$1,250,000. Flying Carpet Motor Inn near O'Hare Field; 180 rooms; cost \$2 million. Heart of O'Hare Hotel near DesPlaines; cost \$1,600,000.

Henrici's Old Orchard Inn, combination motel and restaurant in Skokie; cost \$2 million. Golden Host Motel in Northlake; cost \$1 million. Dolphin Motel at Milwaukee Avenue and Golf road; \$1 million. Sahara Motel near O'Hare Field; 300 units; cost \$2 million.

Until 1953, motels were prohibited by law within the Chicago city limits. Today, there are 44 either in operation or under construction. Four new motels, one 14 stories high with a total of 1103 rooms, are going up on the loop's borders.

The new motels near the central business district are viewed with mixed emotions. Some consider them out of place and ill-advised; others see in them a two-fold opportunity: first, an opportunity for attracting many vacationing Americans, who travel by automobile, to the central business district's stores; second, an opportunity to add to our convention business. The added rooms in the downtown area, plus McCormick Place, could bring our annual convention and trade show total to 1600 in number instead of 1050 as averaging at present.

New York City has not built a single commercial hotel in its downtown area since 1931. Over that same period, Chicago has added the Sheraton Towers (which is now erecting an \$8 million addition); Executive House, Hamilton Hotel, Oxford House and Lake Towers Motel. Despite the many additions, the hotel occupancy rate in Chicago has averaged 72 per cent over the past three years, compared with 78 per cent in New York and 67.7 per cent for the nation.

Service buildings, as herein described, are buildings designed large-

(Continued on page 35)



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**T**WENTY industrial developments were reported for January with an investment of \$8,703,000. This compares favorably with the January, 1960, reporting of 29 projects with an investment of \$8,511,000.

Projects covered in these reports include the new construction of plants and industrial warehouses in Metropolitan Chicago and expansions of existing plant facilities, as well as acquisitions of land and buildings for industrial purposes.

- **Johns-Manville Perlite Corporation** has work underway for a 140,000 square foot addition to its plant at 504 Railroad street in Rockdale, near Joliet, where the firm produces acoustical tile, plaster, insulation and aggregates. Architect, Johnson and Johnson; general contractor, Darin and Armstrong of Detroit.

- **Johnson Motors Division of Outboard Marine Corporation**, Waukegan, well known producer of outboard motors, is adding 100,000 square feet of production floor area to its plant. The addition, designed by Shaw, Metz and Associates, is to be constructed by Campbell-Lowrie-Lautermilch Corporation.

- **Muntz TV, Inc.**, 1000 Grey avenue, Evanston, is having a new plant containing 75,000 square feet of floor space built to its specifications to accommodate the firm's expanding production operations in this area. The new structure will be built in Seeburg Industrial Park at 1020 Noel avenue, near Wheeling. Northern Builders, Inc. is handling the design and construction of the plant.

- **Continental Tube Corporation**, 2627 S. Indiana avenue, will relocate its entire operation in a one-story industrial building containing 67,000 square feet of floor space, recently acquired at 2401 Grant ave-

nue in Bellwood. The total property comprises 168,000 square feet of land which will allow for possible future expansion. The firm manufactures tubing for metal furniture and conduit in small sizes. J. J. Harrington and Company negotiated the property acquisition.

- **General Time Laboratory**, a division of General Time Corporation, recently moved from 111 N. Canal street to a new industrial building at 7426 N. Linder avenue in Edens Industrial Park, Skokie, where the firm will continue its research and development activities for timing devices. The structure contains approximately 18,000 square feet of floor area on a site totaling about 100,000 square feet, thus allowing ample room for expansion.

- **Knight Electronics Corporation, Division of Allied Radio Corporation**, 210 S. Desplains street, will relocate to a modern one-story industrial building containing 110,000 square feet of floor area at 2200 Maywood drive, Maywood. The firm is known nationally as the producer of Knight Kits, featuring electronic, instrument. Hi-Fi, and amateur radio-operator's equipment. Bennett and Kahnweiler and Seay and Thomas, Inc., brokers.

- **Helene Curtis Industries, Inc.** is planning to build a 50,000 square foot addition to its warehouse located at 2155 Rose street, Franklin Park. Construction is expected to get underway in a few weeks and is scheduled for completion about May 1. The firm is a well known manufacturer of cosmetics and hair preparations. Architect, Herman and Salzman.

- **Thermo Plastic Materials, Inc. and Thermo Plastic Processors, Inc.**, 2929 N. Campbell avenue, will

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move to a new plant containing approximately 40,000 square feet of floor space in the Clearing Industrial District, at 11524 W. Addison street, Franklin Park. The firm will continue its plastic coloring and extruding operations in the plant which is located on a 3½ acre site, which will allow for future expansion. Van C. Argiris and Company handled the leasing arrangements.

• **R. R. Donnelley & Sons Company**, 350 E. Cermak road, will make an addition of 33,000 square feet of floor area to its printing plant facilities at 1910 Calumet avenue. The foundations are in and work is expected to get underway on the superstructure in a few weeks. Architect, Lundstrum and Skubic.

• **Mather Coupon Ticket Company**, 2924 N. Western avenue, has broken ground for a new plant facility containing 36,000 square feet on River road, just South of Irving Park road in Schiller Park. The company, a division of Commercial Controls Corporation, which is a subsidiary of Friden, Inc., plans to relocate its entire operations at the new plant. The company makes tickets used in quality control for the clothing, shoe and furniture industries. Klefsstad Engineering Company is to erect the building and Davis, Pain and Company is the sole broker for the transaction.

• **Advance Packaging Company, Inc.**, 8931 S. State street, has a new factory under construction at 94th street and Genoa avenue, to which the firm will relocate its packaging operations later this year. The new structure will contain 18,000 square feet of floor space. It was designed

by Robert A. Soellner and construction is being handled by Heavlin Construction Company.

• **United Biscuit Company of America, Sawyer Biscuit Company Division**, 2407 W. North avenue, Melrose Park, will increase its warehouse facilities by 15,000 square feet of floor area. Architect, Skidmore, Owings & Merrill.

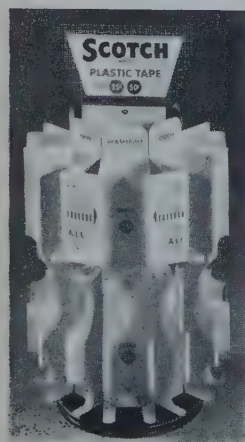
• **Lincoln Bedding and Furniture Company**, 849 S. Blue Island avenue, is in the process of relocating its operations in the recently acquired two-story manufacturing building at 2637-69 W. Polk street. The building contains 50,000 square feet of floor area and has 40,000 square feet of vacant land immediately adjoining, for possible future expansion. Van C. Argiris and Company negotiated the property acquisition.

• **Kerns United Corporation** (formerly L. R. Kerns Company), 2657 E. 95th street, recently broke ground in Calumet City for a 7,000 square foot office building on an 8½ acre site purchased by the firm for the relocation of its plant facilities. Later this year the firm plans construction of an industrial building to house its production operations on the site. The firm is a producer of industrial oils, lubricants, cleaners and rust preventatives. The office building was designed by Robert C. Taylor and construction is being handled by Sherman Olson, Inc.

• **Siesta Sleep Products Company**, manufacturers of mattresses, sofas, beds, etc., recently moved its entire operation from 4343 S. Cottage Grove avenue to an industrial building containing approximately 40,000 square feet of floor space at 336 W. 37th street. I. H. Goode and Company, broker.

• **Rayner Lithographing Company**, 2801 W. 47th street, has under construction a 7,000 square foot plant addition for production space. A. Epstein and Sons, Inc. designed the addition and Presbitero and Sons, Inc. is handling the construction.

• **Tapecoat Company**, 1523 Lyons street, Evanston, has work underway on a 5,000 square foot addition to



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its production facilities. The firm is a manufacturer of pipe protective tape-coating. The addition was designed by Charles Pope Jr. and construction is being handled by Oscar Bohlin and Son, Inc.

• **North Shore Die Engraving, Inc.**, 8050 Austin avenue, Morton Grove, has acquired a one-story industrial building containing approximately 6,000 square feet of floor space at 7060 W. Cullom avenue, Norridge. The firm plans to relocate its entire operation at the new quarters sometime late in 1961. B. J. Felbinger & Company, broker.

• **Jarvis Engineering Company** will soon vacate its plant facilities at 632 N. Cicero avenue and relocate its entire operation in a one-story industrial building containing approximately 12,000 square feet of floor area at 4141 S. First avenue, Lyons. The firm manufactures air and hydraulic couplings, hose assemblies and systems. Baird and Warner, broker.

## Commercial Construction

(Continued from page 31)

ly for warehousing and distribution, but frequently include office facilities. Service buildings are going up throughout the Chicago Metropolitan Area and a number of them are being erected by out-of-town firms. Following are but a few of the many such buildings recently announced:

Freightliner Corporation of Portland, Oregon; new distribution facilities at 73rd and Cicero; cost \$300,000. United States Royal Tire Center near Lincolnwood; cost \$2 million. Midland Drug Company in Broadview; cost \$450,000. Karsten-Aberdeen Company, 315 North May St; a \$350,000 addition. Warner Brothers Company near Geneva, Illinois; cost \$490,000. Vaughan Seed Store in Downers Grove; cost \$350,000.

Beckman Instruments, 7360 North Lincoln Ave.; cost \$200,000. Piggy-Back Terminal by the Universal Carloading Company at 977 West Cermak Road; cost \$350,000. A new truck terminal near Midway Airport

for the Central Wisconsin Motor Transport Company; cost \$1.1 million. A trucking depot at Lake Calumet by Southeast Terminals, Inc., \$2 million.

An amazing number of retail store buildings are being constructed, remodeled or added to. Notable among these is the \$2 million eight story addition to Carson Pirie Scott & Company's State Street store; numerous stores by Jewel Tea, National Tea, Krogers, A & P, Walgreen, Red Owl, Eagle, Shoppers' World and Thom McAn.

Evidence of the increasing popularity of bowling is furnished by the announced construction of 10 new bowling emporiums in the course of the year. This includes two bowling alleys at \$200,000 each; two at \$400,000; two at \$500,000; one for \$750,000; one at \$1 million.

Other large commercial buildings constructed over the past three years or in the process of construction include the following: Hartford Fire Insurance Company—20 stories; cost \$20 million. Harris Trust and Savings Bank—23 story addition; cost \$16 million. LaSalle Jackson



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Building — 24 stories; cost \$16 million.

Federal Reserve Bank of Chicago — 16 story addition; cost \$5 million. First Federal Savings and Loan Association — 6 story addition. Inland Steel Building — 19 stories; cost \$6 million. Borg-Warner Corporation — 22 stories; cost \$5,500,000.

Morton Salt Company — 5 stories; cost \$4 million. Sun-Times Building — 9 stories; cost \$5,300,000. National Cash Register Company — 6 stories; cost \$1,500,000. Jewish Federation — 6 stories; cost \$1,200,000. Mutual Trust Life Insurance Company — 6 stories; cost \$2 million.

McCormick Place — new exposition center; cost \$35 million. Executive House — 40 stories; 448 guest suites; cost \$6 million. Oxford House — 14 stories; 210 guest rooms; cost \$3,500,000. Sheraton Towers — 600 room addition; cost \$8 million. Lake Tower Motel — 250 guest rooms, swimming pool, meeting and banquet rooms. Cost \$3,500,000. Chicago's American — remodeled building formerly housing W.G.N.; reported cost \$1,500,000.

### Salesmen Out Selling

(Continued from page 26)

be quite revealing, for instance, to draw a comparison between training and know-how requirements of today as against three, five or ten years ago. Could explain, perhaps, why, in some cases salesmen are working harder and writing fewer orders.

Degree of competition also figures in the eternal race with the clock. One Eastern cosmetics manufacturer uses 20 per cent of its salesmen's time in the recording of calls, analysis of item fluctuation, activity of competitors, consumer reaction and the like.

This firm's sales personnel claim they sometimes receive five or six questionnaires at a time from separate management sources. Some admit to taking days off "from time to time" to relieve themselves of paperwork pressures. Add to this, from a management viewpoint, the questionable reliability of information obtained under this kind of pressure.

"A guy can do just so much in a 70 hour week," one salesman remarks wryly. "Sure, some of the reports I submit are pure fiction. But





I work against time to fill in the blanks as fast as I can."

In all fairness, the 70 hour bit is probably as fictional as the hastily scribbled "information." Salesmen love to exaggerate paperwork loads. Theoretically, in some cases, they're expected to turn in reports on their own time. Enough assurances have been received to indicate that this premise is destined to remain strictly in the realm of theory. One complaint seems universal. Too many salesmen aren't convinced the paperwork effort is of value to either themselves or their management.

One multi-plant corporation has done something about it. Here the call report is regarded by managers and salesmen alike not as a burdensome chore, but as a key operating tool. Significant data about accounts is conscientiously recorded and kept on file. The branch manager personally reads and signs each report. Periodically, manager and salesman sit down together to review the file.

### Salesman On Spot

The system calls for heavy accountability. If an account is going sour, management expects at least an inkling of the reason to appear in the call report file. This puts the salesman on the spot. He must know his customers well enough to be able to anticipate weaknesses before they become crucial. If he needs help from the office he's expected to flash his S.O.S. while the ship is still above water.

"How do you like the system?" a salesman was asked. "At first it made me uneasy," was the answer, "but now that I appreciate its constructiveness I'm all for it. It keeps me on my toes, and that's money in the bank. Also when a new man takes over an account there's a comprehensive history on hand." He smiled in recollection. "Before this system was installed we referred to call reports as 'covermanship.' Now we really respect their value."

In this case, call report efforts represent time well spent. But there are other, more devious and obviously non-productive time thieves, some of which can't be controlled by the front office. One such wastrel is found in the waiting room or bench-warming department. Here the salesman's common sense and

(Continued on page 48)

When you have an E.D.\*...



\*Electrical Deficiency

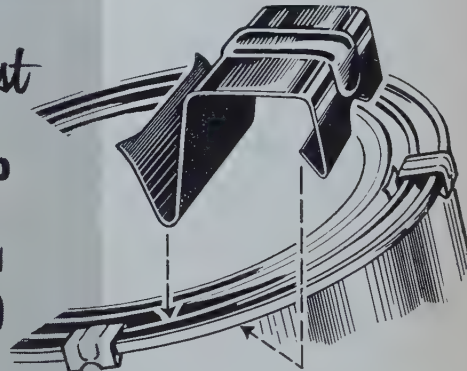
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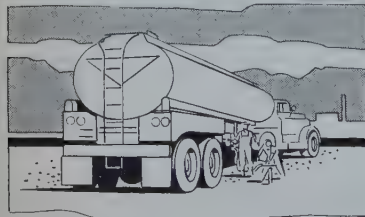
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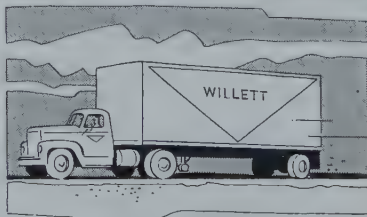
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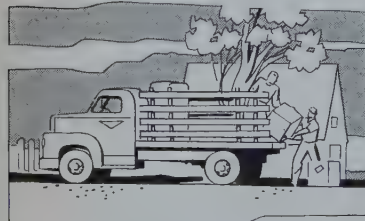
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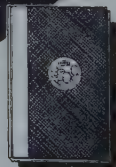
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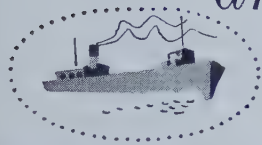
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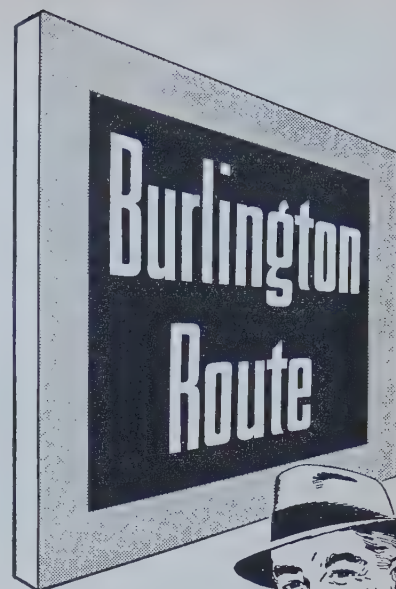
# Transportation and Traffic



**A** SINGLE transportation agency to take over the functions of the Interstate Commerce Commission, Civil Aeronautics Board and the Federal Maritime Board is one of the major recommendations of the Doyle transportation study group. The group was set up in 1959 under authority of a Senate resolution recommended by the Senate Interstate and Foreign Commerce Committee. The single agency, to be known as the Federal Transportation Commission, would consist of 15 members appointed by the President with approval of the Senate. The members of the commission, the report states, should be persons "who as a result of training, experience and achievement in operation, regulation or administration of one or more modes of transportation are exceptionally qualified to render impartial and objective service to the public interest." The group also recommends the establishment of a Department of Transportation in the executive branch and the transferring to it of existing agencies and the programs they administer such as the Bureau of Public Roads, Defense Air Transportation Administration, Federal Aviation Agency, Maritime Administration, the office of Under Secretary of Commerce for Transportation, the Panama Canal Company, the St. Lawrence Seaway Development Corporation, and the National Capital Transportation Agency. "Creation of a Department of Transportation," the group said, "would be a definite step toward removing one of the fundamental causes of our nation's transportation problems by facilitating coordination of promotion and regulation based on the long-range public interest."

• **I.C.C. to Limit Right of Appeal of Decisions:** In a move to improve

its procedures and speed the disposition of cases, the Interstate Commerce Commission has amended its General Rules of Practice, effective February 1, 1961. Under the revised rules, all decisions by the four divisions, each composed of three of the 11 commissioners, will be administratively final except (1) those involving issues of general transportation importance; (2) those in which the division reverses, changes, or modifies a prior decision by a hearing officer or joint board; and (3) those in which the initial decision is made by a division. The right to apply to the entire commission for rehearing, reargument, or reconsideration of a decision, order, or requirement of a division of the commission in any proceeding shall be limited to those proceedings in which prior to, or at the time of issuance of a division's decision, the entire commission, on its own motion, determines and announces that an issue of general transportation importance is involved. In proceedings in which no such announcement has been made, but in which a division reverses, changes, or modifies a prior decision by a hearing officer or where the initial decision is made by a division, a petition to the same division for rehearing, reargument, or reconsideration of its decision will be received and will be considered and disposed of by such division in an appellate capacity and with administrative finality. The commission also created three boards of staff employees to handle non-adversary or uncontested proceedings processed by its Bureau of Finance. The new regulations, the commission said, are expected to reduce the number of petitions to be considered by the entire commission by at least 700 per year or more than three per working day and the creation of the Finance Boards will



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effect a reduction in the number of proceedings initially considered by Division 4 by more than 400 a year, or about two per working day. "Commissioners thus will be able to devote more time to the disposition of cases which are of general transportation importance and affect the broad public interest," the commission added.

• **I.C.C. Suspends Eastern Railroads' Pick-Up and Delivery Charges:** The Interstate Commerce Commission suspended the proposed charges of the Eastern railroads for pick-up and delivery service on less carload and any-quantity traffic. The charges which were scheduled to become effective December 23, 1960, would range from 20 cents to 60 cents per 100 pounds. The 60-cent charge would be applicable for pick-up or delivery service performed at Chicago. In a petition filed with the commission for suspension of the tariff the Chicago Association of Commerce and Industry said that the proposal to assess a charge of 60 cents at Chicago and to assess a lesser charge or no charge at all at competitive points in the territory would be unjustly discriminatory and unduly prejudicial and preferential in violation of Sections 2 and 3 of the Interstate Commerce Act. "Shippers and receivers located at Chicago, Illinois," the Association's petition stated, "are in direct competition with shippers and receivers located at such points as Peoria, Bloomington, and Joliet, Ill., St. Louis, Mo., Indianapolis, Ind., Cleveland, Ohio, and many other stations at which the Eastern railroads will continue to provide a pick-up and delivery service either without charge or at charges substantially lower than that proposed at Chicago. This discriminatory situation would place Chicago shippers and receivers at a distinct disadvantage in competing with shippers and receivers located at other points in Official territory." The commission has assigned the matter for investigation under I. & S. Docket No. 7505, Pickup and Delivery—Official Territory—L.C.L. & A.Q. The date and place of hearing will be announced later.

• **Motor Carriers Propose Flat Charges on Shipments Under 300 Pounds:** A proposal to cancel the present \$1.00 per shipment sur-

charge and to establish in lieu thereof a system of flat charges to apply on shipments weighing under 300 pounds has been submitted by the Eastern Central Motor Carriers Association, Inc. The docket, SR-12783, also proposes to increase the charges on shipments weighing 300 pounds through 999 pounds with the addition of 20 cents per 100 pounds on class and commodity rates. The proposed charges on shipments under 300 pounds are based on the weight and the mileage involved without regard to the classification ratings on the commodities transported. The proposed charges on a shipment between Chicago and New York, N. Y. (Rate Bases 890) would be as follows:

Up to 49 pounds	_____ \$ 6.50
50 to 99 pounds	_____ 6.50
100 to 149 pounds	_____ 6.70
150 to 199 pounds	_____ 7.50
200 to 249 pounds	_____ 8.95
250 to 299 pounds	_____ 10.90

It is also proposed that the charges for 250 to 299 pound shipments will serve as a minimum charge for shipments weighing 300 pounds or more. A press release from the Association explaining the proposal states: "Motor carrier executives generally have indicated that this proposal is to be the first long step toward simplification of motor carrier tariffs and that it should meet with the approval of the shipping public generally because 65 per cent of the industries shipments weigh less than 300 pounds. It is apparent—that the benefits of simplification that accrue to the shipper and carrier will result in substantial savings, which is of significant importance in the efforts of industry generally to reduce costs." The proposal was considered by the Association's General Committee at special meetings on January 4 and January 17, 1961, at the Sheraton Cleveland Hotel.

• **Bills Introduced to Cancel, or Extend Agricultural Exemption to Rails:** Representative Rostenkowski of Illinois has introduced H.R. 1823 which would extend the agricultural exemption in the Motor Carrier Act to railroads, and H.R. 1824 which would completely repeal the exemption. Representative Rostenkowski said that while the bills embody objectives that directly clash with one another, they are intended to eliminate from the present law a



"grave inequality" of treatment as between the different modes of transportation. "This exemption from regulation," he added, "has been extended far beyond its original and only justifiable purpose, which was to help the farmer by exempting from economic regulation the initial movement of his products from the farm to the first market."

• **Illinois Motor Carriers Approve \$1.00 Per Shipment Surcharge:** The Appeal Committee of Illinois Intra-state Motor Carrier Rate and Tariff Bureau has approved Docket 2424, to establish a surcharge of \$1.00 per shipment on all shipments weighing under 2,000 pounds. The committee's disposition states that it found "that the emergency is of such concern that the provisions of this docket be published immediately." The charge has been filed to become effective February 13, 1961.

• **I.C.C. Allows REA Express 20c Per Shipment Increase:** The Interstate Commerce Commission allowed the 20-cent per shipment increase published in tariffs of REA Express to become effective January 5. William B. Johnson, president of REA Express, said earlier that the added charge was necessary due to increased wage rates, payroll taxes and fringe benefit costs under recent labor contracts.

## Weather Bureau

(Continued from page 21)

determine the length of the ore shipping season on the Great Lakes; rail shipments of coal, limestone, and other materials are affected by snow and rain. At the furnaces an excess of moisture in the solid raw materials reduces production. Bad weather hampers yard work around the mills. Rain or high humidity cause rapid rusting of unprotected steel in finished form.

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# SWITZERLAND



## SELECTED REFERENCES

Listed below are the U. S. Weather Bureau publications most likely to be helpful to businessmen. There are many other booklets and periodicals for science study which are better for weather science study and are more useful for meteorologists or other specialists. All items listed below can be obtained from the U. S. Government Printing Office, Washington 25, D. C., at the prices indicated, except those marked by an asterisk which can be obtained from the Weather Bureau.

**Average Monthly Weather Resume and Outlook** Semi-monthly. Shows in graphic form (for broad geographic areas) the atmospheric circulation, temperature departures, and precipitation amounts as observed for the preceding month and also as anticipated for the coming 30-day period. Subscription \$4.80 a year. 20 cents a copy.

**Climatological Data** Monthly and annual summaries. Contains climatological data for stations within a section, usually a state. The material consists of a narrative concerning the month's weather for the section and tables listing daily and monthly precipitation, temperatures, wind movements, evaporation and other data with an index locating and identifying the stations. The annual summary includes a location map. There are 45 sections. Subscription \$2.50 a year per section. 20 cents a copy.

**Climatological Data, National Summary** Monthly and annual. Summarizes weather conditions, condensed climatological data for the States, climatological data by stations for the States, Pacific Area and West Indies, degree days and severe storm data, river stages and flood data, and upper air data. Subscription \$4 a year. 30 cents a copy for monthly issue, 50 cents a copy for annual issue.

**Local Climatological Data** Monthly issued for approximately 280 stations giving daily temperatures, precipitation and other data. **Monthly Supplement** issued for about 200 stations where 24 hourly observations are taken, presents frequency tables of wind, ceiling, visibility, humidity values, etc., with hourly temperatures and 6-hourly observational data. **Annual Summary** issued for about 280 stations, summarizes climatological data for past year with comparative data for earlier years, plus a narrative climatological summary and a table listing locations of the stations and elevation of the instruments. Subscription \$1.50 a year includes monthly, supplement, and annual issues, each monthly or annual summary 15 cents a copy.

**\*Daily Weather and River Bulletins** Designed for local information and distribution by selected weather stations. Reports local weather and river data for last 24 hours. See nearest Weather Bureau office for information regarding subscriptions.

**Daily Weather Map** Daily including Sundays and holidays. Consists of five maps prepared from reports of observations taken daily at hundreds of stations throughout North America. Subscription 60 cents a month, \$7.20 a year, \$21.90 air mail delivery within United States.

**Monthly Climatic Data for the World** Contains surface pressure, temperature, humidity, precipitation, and upper air temperature and dew point data for selected cities. \$2.75 a year. 25 cents a copy.

**Weekly Weather and Crop Bulletin National Summary** Gives a synopsis of weather conditions and effects on crops and farming operations in the U. S. Also shows snow and ice conditions and heating degree days during winter season. \$3 a year. 10 cents a copy.

**Climatology of the United States** (Bulletin W revised). Climatic summary for 106 sections with U. S., including Puerto Rico, Virgin Islands. Each section contains a summary of climatic data since the beginning of observations to the end of 1930. 10 cents a copy.

**Climatology of the United States** (Bulletin W Supplements). A continuation of the above for 1931-1952. Prices vary.

**Daily and Monthly Temperatures, Precipitation, and Degree Day Normals** Contains daily and monthly normals for about 368 locations in U. S. and possessions, based on the 30-year period 1921-1950. One sheet per location. 5 cents per sheet. \$15 for an assembled set.

**Monthly Normal Temperatures, Precipitation and Degree Days** Contains monthly normals based on 30-year period 1921-1950 inclusive for about 368 locations in U. S. and possessions. 10 cents a copy.

**Weather Forecasting** Presents for popular reading the elementary principles of weather forecasting. 20 cents a copy.

**\*Weather Bureau Publications Lists** A free mimeographed listing of principal periodicals and publications issued by U. S. Weather Bureau.

down his source of supply. Some firms plan ahead with the help of the Weekly Weather and Crop Bulletin National Summary, which gives a synopsis of weather conditions and their effects on crops and farming operations. It also shows snow and ice conditions and heating degree days.

Some of the most valuable data for firms which do a nationwide business relates to climate and

weather history. In marketing over-shoes, sun tan oil and thousands of other items associated with sun, rain, snow, cold or heat it helps to know where there is most likely to be a demand at a particular time. While the Weather Bureau is cautious in making forecasts, it offers a prolific supply of historical data and climate information from which an amateur can ascertain generally what the weather is likely to be at any given

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You can get Bureau reports on the daily and monthly normal temperature and precipitation for about 368 locations in the United States and possessions. From them a manufacturer of ear muffs or mittens can ascertain approximately when and where cold weather will stimulate retail sales of his products. From such data a clothing manufacturer had compiled a map showing the average dates of the "first topcoat weather" in cities throughout the country. It was useful in planning the advertising and sales promotion in cooperation with his retailers.

Are you thinking of exploring overseas markets? For five cents you can get an article describing the climate and presenting data on mean and extreme temperatures and monthly and yearly rainfall for any one of 387 locations in the world outside the United States.

Such information helps not only in marketing but in weighing the pros and cons of possible location for new plants and anticipating the need for heating and air conditioning. It is invaluable in dealing with shipping and transportation problems. It may even affect your packing of products to minimize the danger of loss from heat, cold, or moisture in shipment.

If a project in research and testing requires particular weather conditions, the government data will help you find the right place. A paint manufacturer must choose a spot in Florida where it could count on a high percentage of fair days to step up exposure tests on paints. Another might find the rainiest spot in the country to test the durability of his products in that kind of weather.

The Bureau is directed by statutes to provide meteorological service for Bureau is also directed by statutes to provide meteorological service for agriculture, aviation and shipping. It cannot provide specialized services for individual companies, but in some cities it includes activities of special interest to whatever industry predominates in the area. One industry or another has use for practically every kind of weather information which the Bureau collects in its normal functions.

Besides what appears in its official literature, the Bureau has assembled in its National Weather Records Center at Asheville, N. C., a vast



pool of weather records and data processing facilities including more than 200 million punched cards. Created primarily in connection with government problems of national scope, the Center is also a source of data for the solution of special industrial problems related to weather and climate.

Climatology, the experts say, is to the long-range industrial planner what the weather forecast is to the day-to-day industrial operator. The Bureau cannot use public funds to solve individual industrial climatological problems, but it makes its data, facilities, and —“know-how” available at cost to specialists or private consultants engaged by industries seeking to use the facilities of the center. Once the staff specialist or consultant defines the problem and determines the relationship of weather factors to the problem, the Bureau can perform the necessary data processing to analyze the weather records.

It is a rare business which is not affected by the weather. Scientists inside and outside the government are working on weather control, but the solution of most business weather problems by that method is still far in the future. Meanwhile, a businessman can get help by learning to use the Weather Bureau more intelligently. His first job is to identify his weather problems as specifically as possible. His second task is to explore the fund of data and figure out which of it holds some hope or promise of utilization in his specialized problem. The accompanying reference list is designed to facilitate the latter task.

## Chicago First

(Continued from page 16)

Project on the central south side is a pilot project being studied by many cities.

A new city is being created within a city, converting slums to new apartments, houses, shopping districts and recreation areas. Much of the spreading rot of run-down dwellings is disappearing accompanied by the wild and boisterous harmony of the air hammer, steam shovel and pile driver. Out of a sea of demolition, miraculous transformations are taking place. The calm, stately and modern Lake

Meadows and Prairie Shores projects are two outstanding examples. Soon lofty structures and placid landscapes will lighten North LaSalle and Clark Streets.

There are reasons other than clearing unsightly slums for the growth of fine housing in Metropolitan Chicago. Industrial expansion attracts new residents and holds native Chicagoans with outstanding job opportunities in numerous fields.

A new kind of park, offering solitude and beauty to the passer-by is springing up, amidst much of Chicago's modern housing, 58 industrial

districts with groupings of clean and congenial plants now abound throughout the area. In fact, Chicagoland leads the nation in industrial expansion. Modern plants attract manufacturers who observe and profit by Chicago ingenuity, and the nation's finest business climate, found in the state of Illinois.

Here we see the result of planning for industrial growth. Figures show that since 1950 Chicago has been first in factory construction. Not just barely first, but way out in front — with investments totalling more than double the dollar value



## There's new magic in the transatlantic sky

The ancient rope trick now gives way to new Indian magic in the sky: turning transatlantic travelers into 6½-hour maharajahs. AIR-INDIA performs this pleasant illusion with its own combination of piquant Eastern charm, and smooth Boeing 707 Intercontinental Jet service, flying you in style befitting a potentate—at non-potentate fares. New York to London, same plane to Paris, Ge-

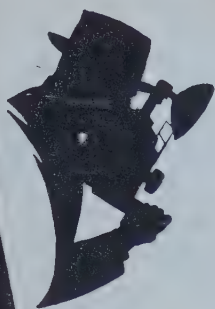
neva, Frankfurt, or Rome. *The magic begins when you see your travel agent.*



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of factories built in the second placed Metropolitan Area . . . Philadelphia-Camden . . . more than four times greater than such construction in the Los Angeles Area, and more than five times greater dollar value than the new factories of the New York-New Jersey area.

These astounding results, and the imaginative planning, are based to a great extent on three other Chicago firsts . . . first in the production of steel, first in the production of machinery, first in the production of metal products.

These are the sinews of our healthy industrial growth, its blood and bone, all readily at hand, to make manufacturing easier for Chicago producers.

### *Prolific Diversification*

Chicago's multitudinous advantages have brought a prolific diversification of industry into the area . . . and this is the key to the city's exceptionally stable employment. We are not a one industry town, but the most-diverse industrial complex in the world.

And here's proof of the pudding. We paid more in Federal taxes last year than the states of New Jersey and Texas COMBINED . . . more than all six New England states and Colorado COMBINED . . . a whopping 23 per cent more than all fourteen western states, excluding California.

This dynamic domicile of ours has been a fertile spawner of ideas. In the insurance field, we originated the first insurance rating tables; the first group insurance plan; the first underwriters' laboratory.

In commerce . . . Chicagoans created the Board of Trade—the world's leading grain market; the Chicago Mercantile Exchange—the world's leading produce market. Also, the world's largest mercantile building—The Merchandise Mart—and the world's largest hotel—The Conrad Hilton.

Chicago inventors produced the first reaper, which revolutionized the world's farming; the first electric iron and range; the first Pullman car; the first Refrigerator car.

Enrico Fermi and a group of dedicated scientists at the University of Chicago, on December 2, 1942, achieved the first controlled chain nuclear reaction, which has altered



the world. While others bemoan the advent of the atomic age, Chicagoans have taken a positive attitude toward the atom.

The first reactor for providing electric power from atomic energy was produced in this city. The Argonne National Laboratory near Lemont, is the nation's foremost center of research in atomic peace-time usefulness.

The huge, modern, and efficient Dresden nuclear power station is the world's largest. Owned and operated by the Commonwealth Edison Company of Chicago, this monument to man's advancing technology now supplies our area with nuclear generated power.

Chicago has a glorious tradition in architecture. This is the Tacoma building, the first steel frame skyscraper ever erected, and the granddaddy of all modern day skyscrapers. Our World's Columbian Exposition and A Century of Progress Exposition started new world trends in architecture. We have the first stainless steel building, the Inland Steel Building, where the Chicago Association of Commerce and Industry is located. Builders the world over learn "how to do it" from us.

Today, we are improving on our good, functional hard-nosed heritage. This is the changing face of the city—bright, and appealing—so new that probably few of us assembled here today have visited all of these ultra-modern structures.

The handsome and dashing facade that is the glamorous outer attire of Chicago changes. But the transformation to our bright and brave new world is not complete . . . nor would we want it to be. For here we retain a feeling for comfort, beauty, knowledge and culture . . . those important immeasurables—accepted enthusiastically by Chicagoans and visitors from everywhere.

Immeasurable though they may be, much of our greatness stems from the solidarity of the Art Institute's lions, and stateliness of the Water Tower, the clickity clack of heels echoing through the marbleized halls of our great museums . . . the sounds quickly being absorbed in the panorama of what has been, is and will be . . . our world-famed zoos, superb symphony . . . our flashy Rush and Randolph streets, the milling mobs in the Maxwell street melting pot, these, along with the garbled call

of the vegetable vendor, sweet-sour music organ grinder and street corner violinist . . . the placid forest preserves, doing the world's biggest picnic business . . . these too are honored immeasurables that sing a song of our town's true greatness . . . they reflect the premise of city planners, educators and philanthropists that without this heritage, no city can have a great future.

One need not wonder why Chicago is first in hospitality . . . convention host of the nation and tourist mecca for millions. Tourism alone was almost a billion dollar business in Chicago last year. This blustery burg remains the first city for these visitors because of its unexcelled attractions, and its ability to welcome huge crowds, to see that they are comfortable and happy while they are here. There is no other city, anywhere, offering a greater number or variety of homes away from home, more excitement, or more year-round entertainment.

### Sports In Chicago

Name the sport and Chicago has it. Teams whose names are part of the international sports vocabulary easily trip off the tongue . . . White Sox, Bears, Cubs, Blackhawks . . . Racing at Hawthorne, Sportsmen's, Arlington, Maywood Park, huge spectacles at Soldier Field, and constantly changing presentations at Loop and suburban theaters.

The list continues to grow with the recent addition of massive McCormick Place on the shore of Lake Michigan, an all-embracing building where new concepts and design make it possible for people of Chicago, the Midwest and the world to exchange products, thoughts, and culture. Here next summer, the Chicago Association of Commerce and Industry will present the Third Chicago International Trade Fair, emphasizing the firm belief of the Chicago business community. "World Peace Through World Trade."

Yes . . . Chicago First we say, and Chicago First we are. Evident through this brief recital has been the "I Will" spirit that has distinguished our city during its short 128 year history. What have we omitted? . . . Many things, of course . . . and to keep the record straight here are still other Chicago firsts . . .

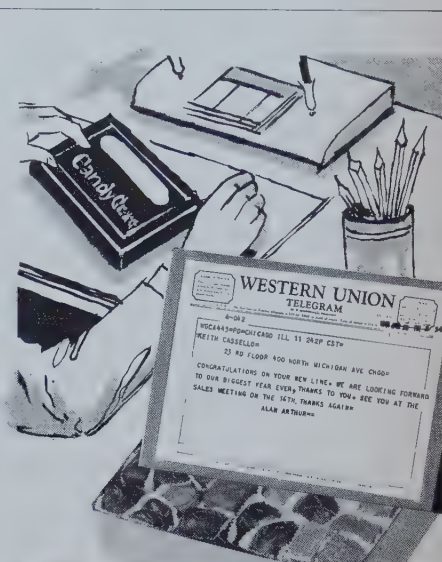
First in: Athletic and sporting

goods, Ball and roller bearings, Candy, Diesel engines, Radios and television sets, Research, Food production, Gloves and mittens, Office equipment and supplies, Paint.

Railroad equipment, Tin cans and tin ware, Telephone equipment, Vending machines, Framed pictures, Mirrors, Cosmetics, Window screens, Shades and blinds, Structural steel—

And what more appropriate way to finish the list—*Snuff!*

Gesundheit, Chicago!



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## Salesmen Out Selling

(Continued from page 37)

natural instincts come into play. Also, his shrewd and carefully planned scheduling of appointments and travel arrangements.

When is bench-warming unavoidable, and when does it become a pure waste of time? T. C. Jones, manager of Alcoa's Chicago district sales office, recalls the time he desperately wanted to place an order with a midwest utility. He camped outside the prospect's door for a week, then finally caught him one day on the run.

"Sorry," said the prospect, "can't see you now. I have to catch a plane to Terre Haute!" "Just where I'm headed myself," replied Jones. "Mind if I ride down with you?" On the plane Jones closed his sale.

There's no rule of thumb telling where to draw the line. In another industry, with another product, 30 minutes of bench-warming might have been written off as a total loss.

### Close Interest

Some firms do take a close interest in at least the scheduling aspect. Columbia Mills, Inc., Syracuse, New York, supplies salesmen with planning sheets. The men operate on a production schedule basis comparable with the one used by the factory. Sheets are submitted a week in advance. This forces the men to pre-plan calls intelligently and with regard to importance and location of accounts, and other vital factors. It also enables management to know at any time when and where a man can be reached.

Another organization, Owens Yacht Company, Baltimore, Md., requires that salesmen plan itineraries a year in advance. Here the attempt is made to cover existing customers 60 per cent of the time; prospects 40 per cent. According to General Sales Manager W. D. Basil, however, the split usually works out closer to 80-20. Control is exercised at Owens by means of a regularly submitted schedule in which salesmen indicate expected calls over the next 10 days.

The sales meeting is another potential time burglar. Leading firms today are carefully evaluating actual productive accomplishment at sales conclaves, posing these questions:

If the meeting is little more than

a rah-rah session, does the inspirational value compensate for precious selling hours lost? What vital information is dispensed at these sessions? Would sales bulletins serve as well? Is Smith spending half a day listening to discussion of which just a small fragment is relative to his own operation? How much time is lost in waiting, or "hanging around"?

Vice-President Paul F. Bertaccini of Investor's Planning Corporation of America, echoes the sentiments of a growing number of executives: "It's our objective to keep paperwork and other non-selling duties to a minimum."

### Tools at Hand

There are many tools on hand to help achieve the objective. "Through the use of computers and punched card equipment," Automation Consultant Eugene F. Murphy points out, "many chores can now be done for the salesman which formerly ate heavily into his productive time. Statistics of all kinds are available as a by-product of the office operation: comparative studies month by month, year by year; studies of account by product, by state, by classification, by volume of activity, by price differentiation — possibilities extend as far as the imagination."

Scheduling and forecasting are additional potentials being explored by many firms. A customer's requirements and buying habits are easily translatable into punched cards or tape, thereby relieving the salesman of extensive look-up tasks to determine where and when action is needed. Automatic tickler files do this for him faster and more accurately.

Then there are some less obvious time thieves. Literature, for example. "Some of the stuff I get from the company is useful," one salesman observes, "but brother, the junk I have to wade through to get at the meat!"

President Samuel D. Halperin of CBS Equipment Corporation, Hackensack, New Jersey, sums it up neatly: "The most effective way to increase sales is to stay out there and sell. If a man faces enough customers the percentage will ride with him.

The average salesman doesn't like to be at a desk; it rubs against his grain. There's only one kind of paperwork he likes to write — and that's orders!"



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## ASSOCIATION PHOTOGRAPHED IN ACTION

World Trade is the topic of the day as Harold D. Arneson (l), Vice President, Association's World Trade Division, and President, Abbott Laboratories International Company, talks to Paul W. Goodrich, former Association President, and President, Chicago Title and Trust Company, prior to an Association Board of Directors meeting

Surprise brightens the face of committee chairman C. Edward Dahlin, as he received gifts in recognition of 25 years service on the Junior Coordinating Committee. Making the presentation is L. C. Buckmaster, Member of the Junior Coordinating Committee, and Secretary, the Chicago Restaurant Association



Nelson Rockefeller, Governor, the State of New York, Marshall Field, Publisher, Chicago Sun-Times, Chicago Daily News, and James E. Rutherford (l to r), Association President, and Vice President, Prudential Insurance Company, at a luncheon announcing the opening of a Chicago branch office of the New York State Department of Commerce

Thomas Sullivan (l), First Deputy Director of Aviation, Port Authority of New York, discusses the future of intraurban helicopter transportation with J. L. Donahue (c), Vice Chairman, Association's Aviation Committee, and Vice President, Ralph H. Burke, Inc., and James J. Mitchell (r), Chairman, Aviation Committee, and Vice President, Stewart, Smith (Illinois) Inc. Sullivan spoke before the Aviation Committee outlining the New York Port Authority's Heliport Program.

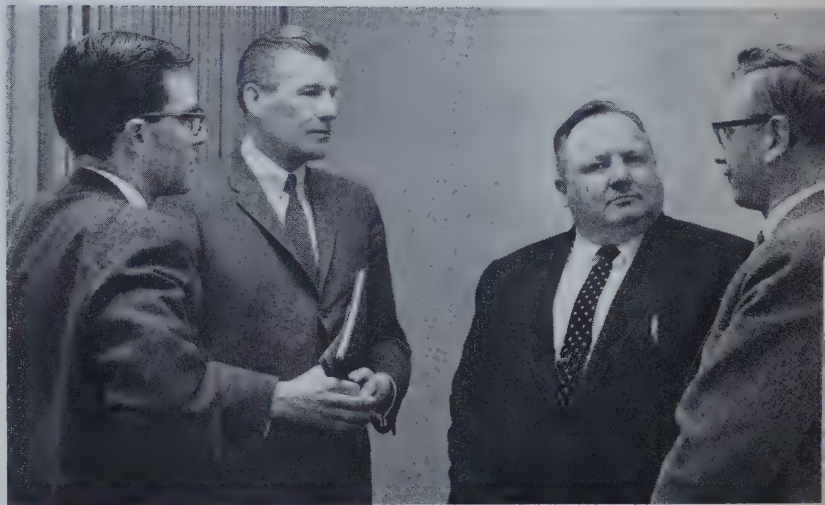






J. D. Carroll, Jr., Study Director, Chicago Area Transportation Study, member, Mass Transportation Committee, addresses a joint meeting of the Mass Transportation, Research Clearing House, and Street Traffic and Parking Committees

Association's "Operation Export" program is discussed by (l to r) James Cassin, Association World Trade Service Manager, Thomas H. Coulter, Association Chief Executive Officer, Ernest L. Knuti, Consul of Finland in Chicago, and Antero Partanen, Director of North American Trade Relations, the Finnish Foreign Trade Association, Helsinki. Meetings on "Operation Export" are being held on a regular basis



George H. Dovenmuehle, Chairman, Urban Renewal Committee, and Chairman, Dovenmuehle Inc., addresses the Association Board of Directors concerning Chicago's Middle Income Housing needs



It's double time in Chicago! Visiting New York Governor Nelson A. Rockefeller meets for first time with Thomas H. Coulter, Association Chief Executive Officer. Association members will recognize Coulter as the one on the left (UPI Photo)



# Calendar of Association Events

Feb. 14	Scholarship Presentation Ceremony Fire Prevention Illustration Contest	Conference Room 9:30 a.m.
Feb. 16, 17, 20, 24, 27, Mar. 1, 9, 13, 23, 30	Operation Export Meetings	Conference Room 12:00 Noon
Feb. 21, 22, 28, Mar. 7, 8, 14, 15	Membership Luncheon Meetings	Conference Room 12:15 p.m.
Feb. 23, Mar. 2, 16	Illinois Committee Meeting	Conference Room 12:00 Noon
Mar. 2	Industrial Traffic Council	Traffic Club Palmer House Rms. 2 & 3 12:00 Noon
Mar. 3	Board of Directors Meeting James E. Rutherford, Chairman	Conference Room 12:00 Noon
Mar. 6, 7	24th Chicago World Trade Conference	Palmer House
Mar. 10	Research Clearing House Committee Speaker: R. L. Cardwell, Research Director Hospital Planning Council for Metropolitan Chicago	Conference Room 12:15 p.m.
July 25- Aug. 10	Chicago International Trade Fair	McCormick Place

## OPERATION EXPORT SUCCESS STORY

Shoes and ships and sealing wax and cabbages and piston rings are not the only components of export trade—as the example of the consulting engineers, Engineering for Industry, Inc. so readily illustrates.

This Chicago firm has successfully exported services to Mexico. Exporting involves much more than the sale of goods, Engineering for Industry, Inc. demonstrates in the following story.

Last summer Roh-Was de Mexico began a search for engineering assistance in the construction of a shock absorber manufacturing plant. The Chicago Association of Commerce and Industry, together with other chambers of commerce and several trade associations in the United States and other countries, was asked for assistance. The World Trade Division of the Association forwarded the inquiry to Metropolitan Chicago's consulting engineers

through correspondence and telephone calls.

Engineering for Industry Inc. was one of the firms which followed up and submitted a bid. Because of their unusual qualifications and recent similar experience, the firm won the contract, and completed the project ahead of the target date for the beginning of production.

Roh-Was began production at the rate of 3,000 shock absorbers daily in December, 1960, just five months after the contract was finalized.

In the face of so much discussion about the competitive position of the United States in world markets, it has been found that American technology and service know-how are among the most competitive items this country can supply. Alert Chicago service organizations made that discovery long ago. The worldwide activities of Chicago management consultants, public accounting

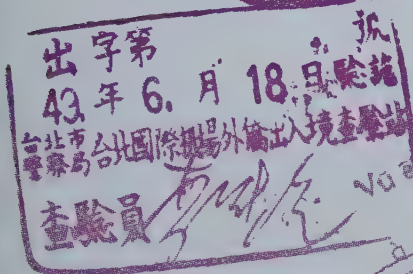
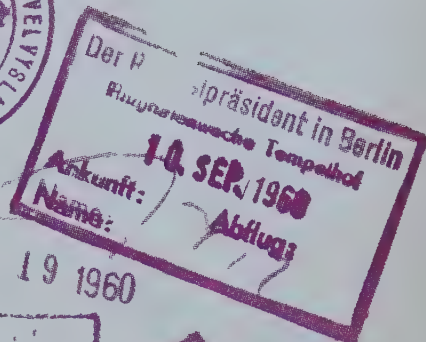
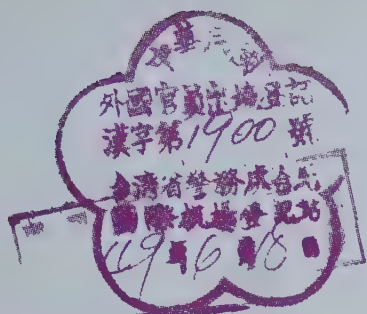
firms, insurance brokers, law firms and others underscore just how successful export of services from Chicago to the rest of the world can be.

Success stories similar to that of Engineering For Industry, Inc. are solicited for these columns. Chicago area firms engaged in any phase of world trade are invited to submit accounts of successful export operations to **COMMERCE**, 30 W. Monroe street, Chicago 3, Ill., together with illustrative photographs.

### "Operation Export-Chicago" Luncheons

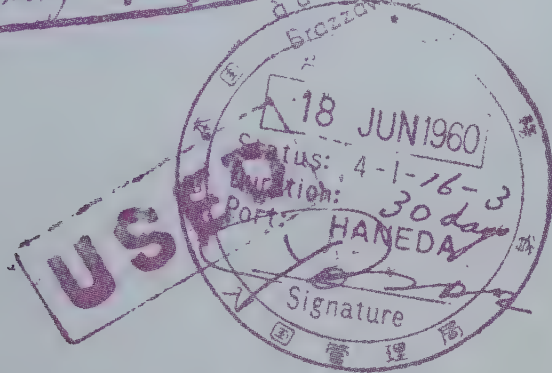
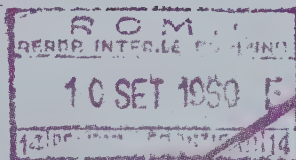
"Operation Export-Chicago" luncheons will be held in the Chicago Association of Commerce and Industry Conference Room Feb. 10, 16, 17, 20, 24, 27, March 1, 9, 13, 23, 30. For reservations call FRanklin 2-7700—Extension 253.





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In the past year, reporters Frank Reynolds, Carter Davidson and Fahey Flynn have traveled far and wide—the Congo, Japan, Korea, Formosa, Austria, Germany, Italy, France, England—to score major news breaks which viewers have seen either as one-time news “specials” (“Orient in Ferment,” “Anatomy of a Crisis: ‘The New Congo Nation’ and ‘Africa Marching’”), or as part of WBBM-TV’s regular day-in, day-out news coverage.

Clearly, Television 2 Chicago goes to great lengths to bring the world closer to home. Which is one reason why WBBM-TV’s clear-cut leadership goes on and on...why Nielsen has reported WBBM-TV the number one television station in Chicago for the past 66 consecutive reports! **WBBM-TV** CBS Owned, Television 2 Chicago



## Here, There and Everywhere

(Continued from page 12)

of record-births years, reached age 14 in 1960 and began making their influence felt on the purchase of adult items. It is estimated by Bulova Watch Company market analysts that each "controls" the spending of about \$500 per year of the average family income. This expenditure, they say, will include the purchase in 1961 of some 5.5 million watches, or nearly 25 per

cent of the nation's total, as gifts for teen-agers.

• **Fringe Benefits** — Private industry paid an estimated \$18 billion in 1960 to provide employee pension, welfare and unemployment benefits, the National Industrial Conference Board reports. The 1960 total marks an increase of \$2.1 billion over the amount employers paid for employee security in 1959. Last year, the 25th anniversary of the Social Security Act, employers contributed \$5.2

billion for old-age, survivors and disability insurance and \$2.9 billion for unemployment insurance. These two social security components accounted for 45 per cent of employer payments for employee security. Another 47 per cent was accounted for by private pension and welfare funds, to which employers contributed \$8.5 billion in 1960. The remainder consisted of compensation for injuries.

During the decade of the fifties, total wages and salaries of employees in private industry increased 81 per cent, while employer payments for employee security rose 179 per cent, the NICB reports. As a result, these fringe benefits climbed from 4.9 per cent of aggregate compensation in 1950 to 7.4 per cent in 1960.

• **New Housing Inventory** — A curious gap in America's — and Chicago's — self-knowledge is at last being closed with development of facts and analysis on our housing supply. The nation's first housing inventory was conducted by the Bureau of the Census in 1956-57 (the first comprehensive survey of housing had been included in the 1940 Census.)

Chicago's housing and planning agencies financed an extended local supplement to the national inventory, including analysis of the data by the Chicago Community Inventory, University of Chicago. Findings were published in nine bulletins in 1958. The Free Press has now published a monograph offering more thorough analyses and comparisons with other cities under the title, "Housing a Metropolis—Chicago." Authors are Philip M. Hauser, chairman of sociology, University of Chicago, and Beverly Duncan, research associate at the same university's Population Research and Training Center.

• **Consumer Credit Good** — The financial position of the U.S. consumer at the start of 1961 is sound and a moderate expansion in the use of instalment credit is in prospect, according to a study by the economics department of C.I.T. Financial Corporation. The American consumer, through his own discretion, has been keeping his fixed monthly payments on instalment debt rather closely related to his disposable income, the study says.

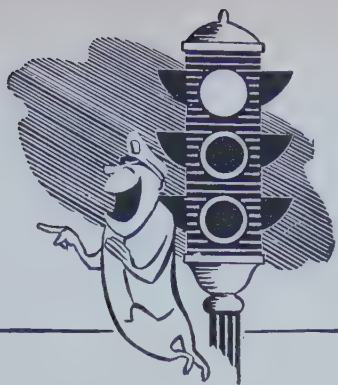
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# Stop me...If...



A Scoutmaster, noticing that one of his Scouts was having difficulty on his first cook-out asked if he had forgotten any essential equipment. "Yes," the boy replied, "my mother."

First Farmer: "Don't think much of that weather prophet the Government's got on the radio."

Second Farmer: "Well, let's don't do any complainin' about it. Just think how bad it would be if the Government started regulatin' the weather instead of predictin' it!"

The fellow required surgery after his wife beamed him with a rolling pin. When he was wheeled into the operating room, he asked the doctor, "Will I be able to play the piano after the operation?"

"Certainly," answered the doctor.

"That's funny, I never could before."

An angry little man bounced into the postmaster's office. "For some time now," he shouted, "I've been pestered with threatening letters, and I want something done about it."

"I'm sure we can help," soothed the postmaster. "That's a Federal offense. Have you any idea who is sending you these letters?"

"Indeed I have," snapped the little man. "It's these pesty income tax people."

"Are you really content to spend your life walking about the country begging?" a housewife asked a young bum.

"No, lady," answered the tramp. "I often wish I had a car."

Golf Pro: "Now, just go through the motions without driving the ball."

Dub: "That's precisely what I'm trying to overcome."

Several hunters were sitting around bragging about the dogs they owned. Noting that an elderly native was listening intently, they laid it on thick.

"Take my setter," said one man. "When I send him to the store for eggs, he refuses to accept them unless they're fresh. What a nose that dog has!"

"That's nothing," boasted another. "My springer goes out for cigars and refuses to accept any but my favorite brand. Not only that, he won't smoke any until he gets home and I offer him one."

"Say, old timer," said another man turning to the native, "did you ever hear of any dogs as smart as ours?"

"Just one — my brother's dog," was the reply. "I think he's a bit smarter."

"How?" he was asked.

"Well," replied the native, "he runs the store where your dogs trade."

The minister returned the used car to the dealer and was promptly asked, "What's the matter, Parson. Can't you run it?"

The sharp reply — "Not if I want to stay in the ministry!"

The lawyer informed his client, "I have arranged a settlement with your husband that is fair to both of you."

"Fair to both?" she stormed. "I could have done that myself! Why do you think I hired you?"

A talkative relative of a pre-teen boy had not visited them for some time and greeted the boy with the standard, "Why the last time I saw you, you were only so high!"

"Yes," the lad agreed, "and you were only so wide."

Waiter—"I have stewed kidneys, boiled tongue, fried liver and pigs' feet."

Customer—"I don't want to hear about your troubles. Just bring me some vegetable soup."

"I thought you were ill yesterday," said the boss to an employee.

"I was, sir."

"You didn't look very sick when I saw you at the race track."

"You should have seen me after the last race, sir."



"And now I would like to introduce our lovable employer."

Skater—"My, what a large skating rink!"  
Manager—"Yeah. It has a seating capacity of 5,000."

Bob—"Jim is a fast talker."

Rob—"Well, why not? His father was a tobacco auctioneer and his mother was a woman."



# 14 acres of faith in Chicago's fabulous future

The biggest canned meat plant in the world is now in operation in Chicago . . . Libby's contribution to Chicago's fabulous future.

Here under one roof are 14 acres of floor space . . . the most ingenious of modern processing and canning equipment . . . plus latest facilities for can manufacturing. Over 80 Libby's canned meat products are packed here . . . millions of cases a year for shipment to Libby's customers at home and abroad.

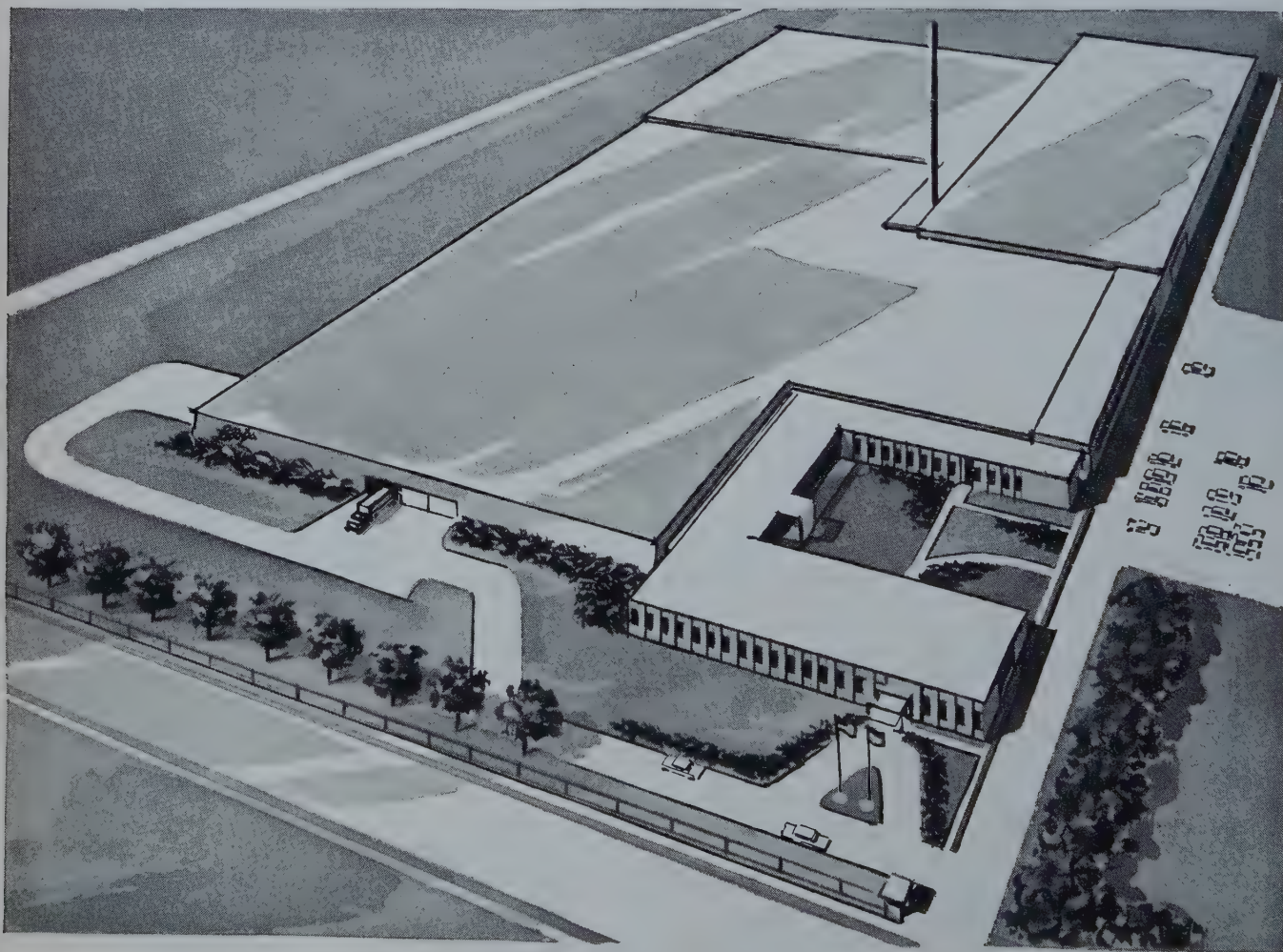
There's room for expansion, too, as nearby seaport facilities enlarge Chicago's role in worldwide markets.

Libby, McNeill & Libby . . . doing business since 1868 in Chicago, building with Chicago, sharing the fabulous future with Chicago.

## *Libby's*

Libby, McNeill & Libby  
200 So. Michigan Ave.  
Chicago 4

Libby's new canned meat plant, now in operation.





# CHICAGO ASSOCIATION OF COMMERCE AND INDUSTRY



**1960**

CHICAGOLAND PROGRESS REPORT

**1961**

ASSOCIATION COMMITTEE DIRECTORY





## METROPOLITAN CHICAGO

The Chicago Association of Commerce and Industry

is a voluntary organization of business and professional leaders working together to promote the commercial and industrial growth of the Chicago Metropolitan Area and to foster civic improvements that benefit the general welfare of all who live and work in the area.



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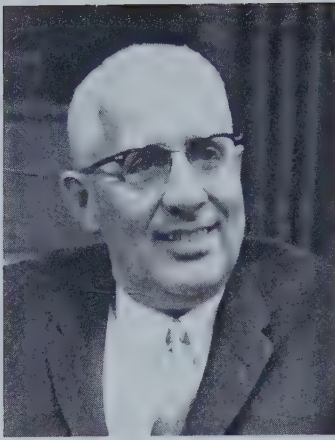
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## *President's Message*

Growth and new dimensions occurred in 1960 for Metropolitan Chicago and the Chicago Association of Commerce and Industry. The progress recorded is a source of pride to all members of this Association.

In 1960, Metropolitan Chicago grew as a center of world trade. The Association's second Chicago International Trade Fair again focused world-wide attention on Chicago and the Midwest. Operation Export took the first exhibit depicting a metropolitan area overseas to the Vienna Fair, and the World Trade Mission Flight enhanced the significance and value of this undertaking. In November, the Association cooperated with the Chicago Metropolitan Fair and Exposition Authority in arranging a Summit Conference of Industry, Labor and Commerce in connection with the opening of McCormick Place.

The most evident community achievement was the completion of the Congress and Northwest Expressways. The Association has long worked for key highways of this kind and has documented their importance in the maintenance of the central city's vigor and appeal. These were great plans that now have become realities, but the new roads do not in themselves solve one of Metropolitan Chicago's most pressing problems.

That problem is the improvement of public transportation. The Congress Expressway now has rapid transit lines in operation on the median strip. The Northwest Expressway has provision for such service and actual operation is another goal for city planners.

The Chicago Association of Commerce and Industry will continue to concentrate its efforts on the broad area of public transit. In 1960, our Mass Transportation Committee directed its efforts to the development of practical and attainable goals for the present and the future. Emphasis was placed on outlining a basic program for solution of local transportation problems which can be presented to the 1961 General Assembly.

The Association recognizes the need for certain immediate priority projects as well as long-range recommendations for an efficient system combining all types of public transportation. In detailing this program, it is felt that the Northeastern Illinois Metropolitan Area Planning Commission can be particularly helpful in establishing a master plan for the future of public transportation in the Chicago Metropolitan Area.

The Association is well aware that the ultimate solution of local transportation problems requires a metropolitan approach and the objective must be a balanced, well-coordinated system of all forms of public transportation which will be complementary one to the other.

The development of public transportation facilities is representative of the kind of community achievement to which the Association will continue to give support and leadership.

It is assured that the Chicago Association of Commerce and Industry will advance in its civic importance under the competent direction of James Rutherford, the new President, with the able assistance of the Officers, Directors, Committeemen, Members and Staff.

I am grateful for the opportunity of service which the Association has afforded me and for the splendid cooperation of all of my associates.

*Paul W. Goodrich*

PRESIDENT





## *The Preface*

Nineteen sixty was again a record year for Metropolitan Chicago commerce and industry.

Industrial development declined slightly but commercial development was the largest in history and employment during the year increased by 10,000 jobs. Exports also increased substantially in 1960 and showed promise of important gains in 1961. Ocean traffic at the Port of Chicago declined slightly due in large part to strikes, but exports increased to three times the volume of imports compared to double in the previous year.

Because major growth in employment opportunities in the coming years will be in service-type jobs rather than in manufacturing, Chicago's commercial development, amounting to \$400 million during the year, was most encouraging and brought promise of more to come as increasing numbers of organizations recognize the many advantages of a Chicago location for headquarters operations and as a warehousing and transportation center for national distribution.

The official opening of McCormick Place, Chicago's magnificent new \$35 million exposition center, gave to Chicago the finest exhibition facilities in the world and attracted international attention. Chicago's leadership as the world's convention capital was strengthened by a resurgence of hotel and motel construction in the central business district and throughout the metropolitan area with construction started in 1960 on 5,000 new rooms for increasing numbers of visitors.

The Association will sponsor its third International Trade Fair and World Marketing Conference at McCormick Place in July 1961. A new feature of the Fair will be a special Inter-American Industries Conference and a U.S.A. Export Pavilion as part of an aggressive Chicago export promotion program placing special emphasis on trade in the Western Hemisphere. It is the objective of the Association to eventually build the Fair into the largest international marketing event in North and South America, attracting buyers from all over the world to view both foreign and American products. McCormick Place and the large adjacent areas for outdoor exhibits now make such an event possible for Chicago which will greatly enhance its position in world trade and transportation.

Significant public works projects completed during the year, notably the Congress and Northwest Expressways, and others started, such as the O'Hare Field Terminal and South Expressway, brought promise of new efficiency and convenience for Chicago's burgeoning transportation.

Extensive programs of basic research sponsored by this Association will have far-reaching consequences in stimulating new thought and action concerning Chicagoland's opportunities for growth and improvement. Of major importance are studies in the areas of transportation, banking, international trade, commercial and industrial development.

In 1960 this Association continued to strengthen its committees and staff and extend its programs of work into new areas of need and opportunity for Metropolitan Chicago, thanks to the continued enthusiastic support of its members and the leadership of its officers, directors, chairmen and staff. With this fine organization and cooperation 1961 should be another record year.

*James S. Coulter*

CHIEF EXECUTIVE OFFICER





## *President for 1961*

The day when businessmen concentrated almost exclusively on business affairs, fortunately, is far behind us. Acceptance of responsibility in all manner of community endeavor is now widespread.

Over the years, our Association of Commerce and Industry has played such an important part in building a greater Chicago that its accomplishments are praised both at home and abroad.

The brief statements within these pages of goals attained and of forecasts for the years ahead are a departure point for a new administration. In the interests of all who live and work in the area, the Association will continue its policy of researching, implementing and completing new worthwhile projects calculated to add to the stature of Metropolitan Chicago.

Certainly we shall be faced with new and even greater problems than in the past but it is heartening to know that the challenges they present will be met through the wholehearted cooperation and dedication of Officers, Board of Directors, Membership and Staff.

It will be a pleasure to work with all of you to make 1961 another year of accomplishment for the great Chicago Association of Commerce and Industry.

A handwritten signature in blue ink that reads "James E. Rutherford".

*A Chicagoan since 1955, when he moved here as Vice President in charge of Mid-America Operations for the Prudential Insurance Company of America, James E. Rutherford is active in many civic and charitable organizations in the Chicago Area.*

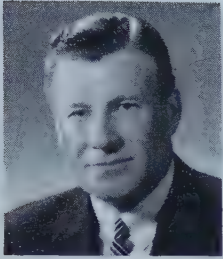
*He served as Chairman of the Chicago Chapter of the American Red Cross and a Trustee of the Community Fund-Red Cross Joint Appeal during 1957-58 and 1958-59 and has continued to be active in both organizations. He was Vice President for Community Development of the Chicago Association of Commerce and Industry in 1960, a member of the Board of Managers of the YMCA of Metropolitan Chicago, a member of the Northeastern Illinois Metropolitan Area Planning Commission, the Physical Improvements Committee of the Chicago Central Area Committee, the University of Illinois Citizen's Committee, the University of Chicago's Citizens' Board and its Council on Medical and Biological Research.*

*Born in Magnet Cove Township, Arkansas, he was graduated from the University of Arkansas and the Arkansas Law School.*

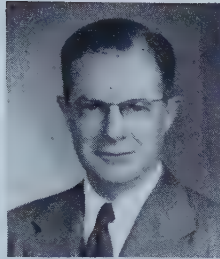


# ASSOCIATION LEADERSHIP

## *Officers for 1961*



**Chief Executive Officer**  
**THOMAS H. COULTER**  
Chicago Association of  
Commerce and Industry  
30 W. Monroe St. (3)  
FRanklin 2-7700



**V. P. Com'l. Development**  
**FERD KRAMER**  
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Draper and Kramer, Inc.  
30 W. Monroe St. (3)  
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ANDover 3-2200



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& Patterson  
38 S. Dearborn St. (3)  
FINancial 6-3600



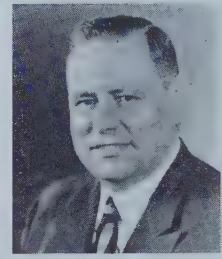
**V. P. Health, Ed. & Welfare**  
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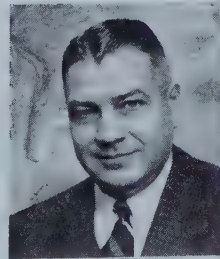
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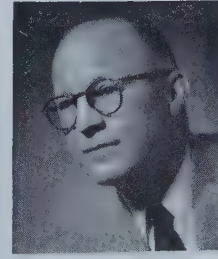
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# ASSOCIATION LEADERSHIP

## *Directors for 1961*



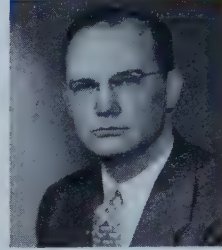
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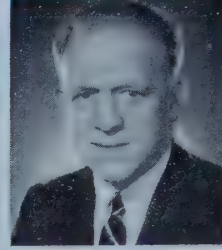
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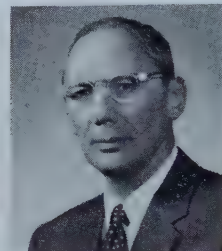
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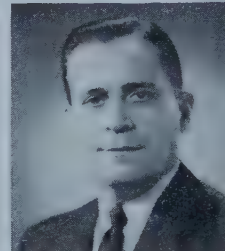
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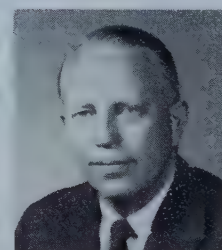
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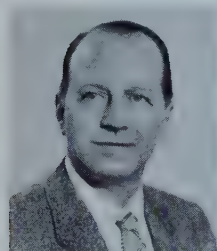
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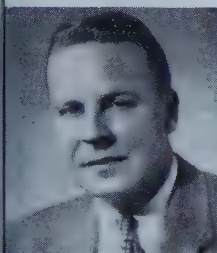
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State 1-2000



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431-4000



**HAROLD MEIDELL**  
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125 S. LaSalle St. (3)  
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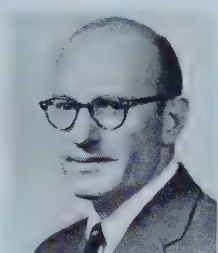
**J. E. MERRION**  
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J. E. Merrion & Co.  
2301 E. 95th St. (17)  
EStebrook 5-3400



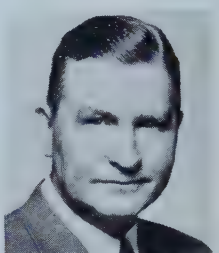
**R. E. MOORE**  
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Bell & Gossett Company  
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Morton Grove, Illinois  
INdependence 3-4040



**CHARLES F. MURPHY**  
Partner  
Naess & Murphy  
80 E. Jackson Blvd. (4)  
HARRison 7-3456



**A. C. NIELSEN, JR.**  
President  
A. C. Nielson Company  
2101 W. Howard St. (45)  
HOLlycourt 5-4400



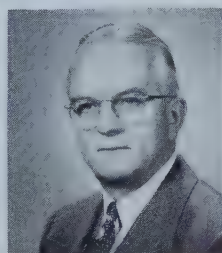
**ARTHUR J. O'HARA**  
Vice President  
The Northern Trust Co.  
50 S. LaSalle St. (90)  
FInancial 6-5500



**DONALD O'TOOLE**  
President  
Fullman Trust &  
Savings Bank  
100 E. 111th St. (28)  
Fullman 5-1000



**W. A. PATTERSON**  
President  
United Air Lines, Inc.  
5959 S. Cicero Ave. (38)  
POrtsmouth 7-3300



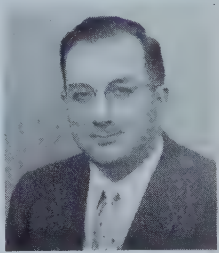
**BERT R. PRALL**  
Dir. & Mbr. Finance Comm.  
Universal Oil Products Co.  
332 S. Michigan Ave. (3)  
HARRison 7-9690



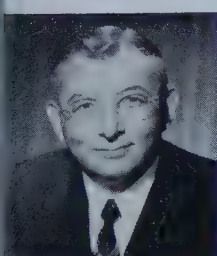
**ROBERT F. QUAIN**  
V. P., Hilton Hotel Co. &  
Gen. Mgr., Conrad Hilton  
Hotel  
720 S. Michigan Ave. (5)  
WABash 2-4400



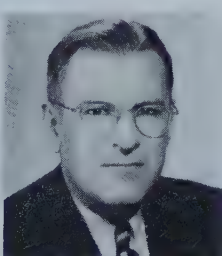
**C. B. RANDALL**  
Vice President  
Natural Gas Pipeline Co.  
of America  
122 S. Michigan Ave. (3)  
HARRison 7-0400



**CARROLL ROSEBERRY**  
Vice President  
Westinghouse Electric Co.  
Merchandise Mart Plaza (54)  
WHitehall 4-3860



**ARTHUR RUBLOFF**  
Chairman  
Arthur Rubloff & Company  
100 W. Monroe St. (3)  
NDoover 3-5400



**A. NEWELL RUMPF**  
Vice President  
Harris Trust &  
Savings Bank  
111 W. Monroe St. (90)  
461-2777



**JOHN F. SMITH, JR.**  
President  
Inland Steel Company  
30 W. Monroe St. (3)  
FInancial 6-0300



**H. BOWEN STAIR**  
Vice President  
Illinois Bell Telephone Co.  
212 W. Washington St. (6)  
727-3021



**CLIFFORD L. STIVERS**  
Partner  
Stivers Office Service  
7 S. Dearborn St. (3)  
DEarborn 2-5210



# 1961 PLAN OF ORGANIZATION

## MEMBERS OF THE CHICAGO ASSOCIATION OF COMMERCE AND INDUSTRY

### THE BOARD OF DIRECTORS AND SENIOR COUNCIL

PRESIDENT

**James E. Rutherford**

#### NOMINATING COMMITTEE

Nominates Officers and Directors

**John W. Evers**  
CHAIRMAN

#### POLICY COMMITTEE

Advises and counsels President on Association policy. Prepares budget.

**James E. Rutherford**  
CHAIRMAN

#### CHIEF EXECUTIVE OFFICER

**Thomas H. Coulter**

#### VICE PRESIDENT FOR COMMERCIAL DEVELOPMENT

**Ferd Kramer**

Promotes Chicago Metropolitan Area as center for wholesale and retail trade; works for improvements which make the Chicago area more desirable for commerce; promotes visitor, vacation, trade show and convention trade. Conducts business forums.

- Commercial Development Committee
- Visitors Bureau Committee
- Agricultural Council
- Business Forums
- Small Business Council

#### COMMERCIAL DEVELOPMENT DIVISION

**Paul W. Kunning**  
DIRECTOR

#### VICE PRESIDENT FOR COMMUNITY DEVELOPMENT

**George H. Dovenmuehle**

Promotes improvements in public works, a cleaner and safer city, and better traffic and parking; works to arrest blight, remove slums and improve community relations.

- Cleaner Air Committee
- Cleaner City Committee
- Fire Prevention Committee
- Street Traffic and Parking Committee
- Public Improvements Committee
- Urban Renewal Committee
- Zoning Committee

#### COMMUNITY DEVELOPMENT DIVISION

**H. Hayward Hirsch**  
DIRECTOR

#### VICE PRESIDENT FOR GOVERNMENTAL AFFAIRS

**Harold A. Smith**

Represents business point of view in local, state and national legislative matters.

- Governmental Affairs Council
- Governmental Affairs Advisory Committee
- Legislative Committee
- Federal Revenue and Expenditures Committee
- State and Municipal Revenue Committee
- Labor-Management Relations Committee
- Wage Attachment Committee
- Lake Diversion Committee
- Workmen's Compensation Committee
- Unemployment Compensation Committee

#### GOVERNMENTAL AFFAIRS DIVISION

**Preston E. Peden**  
DIRECTOR

#### VICE PRESIDENT FOR HEALTH, EDUCATION, AND WELFARE

**James C. Worthy**

Promotes Community improvement programs concerning health, education, welfare, culture and recreation; investigates and works for improved efficiency in both public and private agencies concerned with these activities.

- Subscription Investigating Committee
- Health in Industry Committee
- Education Committee
- Water Resources Committee

#### HEALTH, EDUCATION, AND WELFARE DIVISION

**William H. Burhans**  
DIRECTOR



**VICE PRESIDENT FOR  
INDUSTRIAL DEVELOPMENT**

**Ben W. Heineman**

Promotes Chicago Metropolitan Area as a manufacturing center; works for improvements which make the Chicago area more desirable for manufacturing.

- Industrial Development Committee
- DuPage County Industrial Development Committee

**INDUSTRIAL DEVELOPMENT  
DIVISION**

**Charles F. Willson**  
DIRECTOR

**VICE PRESIDENT FOR  
REVENUE AND MEMBERSHIP**

**Edward C. Logelin**

Determines an equitable dues structure and revenue program to meet the Association's financial needs. Conducts membership meetings to describe program of work and services provided by the Association and assure broad representation of all types and sizes of business and professions in the Association's membership.

- Revenue and Membership Committee

**REVENUE AND MEMBERSHIP  
DIVISION**

**Richard Boyd**  
DIRECTOR

**VICE PRESIDENT FOR  
RESEARCH AND STATISTICS**

**John K. Langum**

Provides information services for members through meetings, bulletins, and consultation at headquarters; maintains a business reference library; conducts surveys and compiles statistics on the Chicago Metropolitan Area.

- Research and Statistics Committee
- Finance Committee
- Research Clearing House Committee
- Metropolitan Banking Study

**RESEARCH AND STATISTICS  
DIVISION**

**De Ver Sholes**  
DIRECTOR

**PUBLIC RELATIONS DIVISION**

Promotes civic interests within the Chicago Metropolitan area; conducts meetings to create interest and better understanding of Chicagoland problems; serves all communication media; produces radio and television programs.

- Illinois Committee
- Glee Club
- Junior Association Coordinating Committee
- Public Relations Committee
- Public Affairs Reception Committee

**PUBLIC RELATIONS DIVISION**

**Robert Cunningham**  
DIRECTOR

**VICE PRESIDENT FOR  
TRANSPORTATION**

**George L. Irvine**

Develops adequate and efficient transportation at reasonable rates for Chicago Metropolitan Area carriers and shippers.

- Transportation Committee
- Industrial Traffic Council
- Aviation Committee
- Harbors and Waterways
- Great Lakes-St. Lawrence Seaway Section—Inland Waterways Section
- Local Cartage Committee
- Cartage Theft Committee
- Postal Committee
- Calumet Sag Channel Committee
- Mass Transportation Committee

**TRANSPORTATION DIVISION**

**A. H. Schwietert**  
DIRECTOR

**CHICAGO INTERNATIONAL  
TRADE FAIR DIVISION**

**Ralph Bergsten**

MANAGING DIRECTOR

**Vilas Johnson**

DIRECTOR FOREIGN OPERATIONS

**James V. Fitzpatrick**

GENERAL OPERATIONS MANAGER

**GENERAL TREASURER**

**Paul C. Raymond**

Collects all funds and securities; keeps records; disburses funds.

- Accounting, Auditing and Budgetary Control Committee

**FINANCIAL AND OFFICE MANAGEMENT DIVISION**

**Dean Drewry**  
CONTROLLER

**VICE PRESIDENT FOR  
WORLD TRADE**

**H. D. Arneson**

Promotes trade between Chicago Metropolitan Area and other countries; provides services to facilitate world trade; works for improvements which will increase world trade; stages World Trade Conference annually.

- World Trade Committee
- Canadian-American Trade and Industry Committee
- Chicago's Operation Export

**WORLD TRADE DIVISION**

**Robert L. Bean**  
DIRECTOR

**PUBLICATIONS DIVISION**

**Alan H. Sturdy**

DIRECTOR

- Publications Committee

**GENERAL SECRETARY**

**E. E. Hargrave**

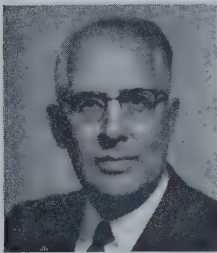
Keeps all official records and gives notice of all official meetings.



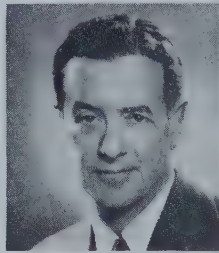
# ASSOCIATION LEADERSHIP

## *Senior Council for 1961*

The senior Council is composed of former Presidents, Chairmen of the Executive Committee and Board Members who have given long and distinguished service to the Association. The continued interest of this outstanding group of civic and business leaders in matters relating to Association policies and programs provides a most valuable resource of experience and direction for succeeding administrators.



1960-1959  
President  
**PAUL W. GOODRICH**  
President  
Chicago Title & Trust  
Company  
111 W. Washington St. (2)  
DEarborn 2-7700



1958-1957  
President  
**JOSEPH L. BLOCK**  
Chairman  
Inland Steel Company  
30 W. Monroe St.  
Financial 6-0300



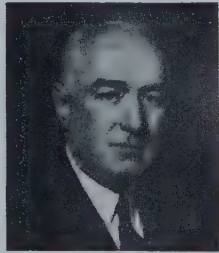
1958-1933  
Board of Directors  
**GERHARDT F. MEYNE**  
President  
Gerhardt F. Meyne Company  
308 W. Washington St.  
Financial 6-3377



1956-1955  
President  
**JOHN W. EVERS**  
Former President Retired  
Commonwealth Edison Co.  
72 W. Adams St.  
RADolph 6-1200



1954-1943  
President  
**ARTHUR T. LEONARD**  
President  
City Natl. Bank & Trust Co.  
208 S. LaSalle St.  
FRanklin 2-7400



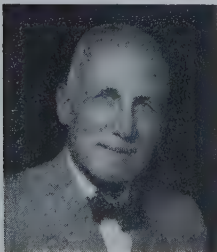
1950-1949  
President  
**HARVEY G. ELLERD**  
Former Vice President  
Armour & Company  
Retired, Ortonville, Minn.



1948-1947  
President  
**WILFRED SYKES**  
Former President  
Inland Steel Company  
Retired, 810 Gonzales Drive  
Parkmerced  
San Francisco, California



1946-1945  
President  
**THOMAS B. FREEMAN**  
Former President  
Butler Brothers  
Retired, 4801 E. Broadway  
Tucson, Arizona



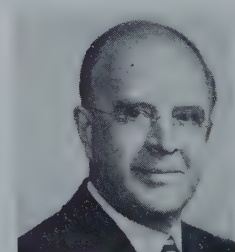
1944-1943  
President  
**H. D. PETTIBONE**  
Chairman  
Chicago Title & Trust Co.  
111 W. Washington St.  
DEarborn 2-7700



1940, 39, 38  
President  
**OSCAR G. MAYER**  
Chairman  
Oscar Mayer & Company  
1241 Sedgwick St.  
Michigan 2-1200



1916  
Chairman Exec. Committee  
**CARL L. LATHAM**  
Partner  
Alden & Latham  
134 S. LaSalle St.  
Chicago 3, Illinois



1929  
Chairman Finance Committee  
**CHARLES W. SEABURY**  
President  
Marsha & McLennan, Inc.  
231 S. LaSalle St.  
Financial 6-1400





## *Administration*

Nineteen sixty marked the start of a new decade of service by the Chicago Association of Commerce and Industry in which it completed 56 years of business and civic leadership for the most dynamic metropolis in the history of the world. Like the community it serves, the Association enjoyed another year of growth and progress which established new records in size of membership, budget, committee activity, and service to the community.

During the year the number of committees increased from 47 to 53 to meet the challenge of new problems and opportunities. Committee membership exceeded 3,100 persons or about 25% of the more than 11,000 executives and professional persons in the Association's membership. Meetings of these committees and other programs executed by the Association during the year numbered 738 with a total attendance of 44,391 persons. These activities averaged three meetings per day devoted to programs of business and civic improvement in Metropolitan Chicago.

Communications concerning the commerce and industry of Chicago during the year involved the production of 123 publications, having a circulation in excess of three million, many of which were international. Also, Association films on Chicago were shown to 325 audiences numbering in excess of 100,000 persons. During the year 16,756 visitors came to the Association offices seeking help and information, and 318,893 inquiries were received by mail and telephone, of which 69,721 required some research for satisfactory replies.

The Association engaged in more basic research activity in 1960 than in any other year. Special projects in the areas of world trade, banking, water resources, lake diversion, legislation, transportation, economic and social research, exceeded \$125,000. This was in addition to the continuing research activities of the Association staff, and provided much valuable data to help solve Metropolitan Chicago problems and capitalize on its opportunities.

The Association's "Operation Export" program moved ahead in 1960 with the sponsorship of a "Made in Chicago" pavilion in the Vienna International Trade Fair, and a new "Export Opportunity" service to members. Also sponsored was Chicago's first trade mission, a charter flight of 80 persons to seven important trade fairs in Europe. Plans were completed for a large "Made in U.S.A." export pavilion for the 1961 Chicago International

Trade Fair and another World Marketing and Inter-American Industries Conference to promote more international trade between Metropolitan Chicago and the world. Additions to the World Trade Division staff were necessary to carry on this enlarged program. Thanks to increased volunteer activity however on the part of committee members, officers and directors, staff requirements were held to a minimum in spite of increased needs and demands for services from an expanding business community.

Association membership made steady gains throughout the year, establishing new records with member firms totalling over 6,300 and more than 11,000 individuals enrolled. In spite of all-time highs in membership dues revenue, rising costs and increasing expense for research and service resulted in expenditures in 1960 substantially in excess of income. Because the Association has striven to meet its financial needs through a growing membership rather than to increase dues on a continuing basis, it has an unusually low dues structure. For this reason a modest dues increase will be requested in 1961 from members, in keeping with the growth of their businesses, because membership growth alone cannot catch up with the increased costs that have occurred over the past five years. It is anticipated that the membership will favor this request so that the Association's excellent program of work can continue to serve the community's present and future needs.

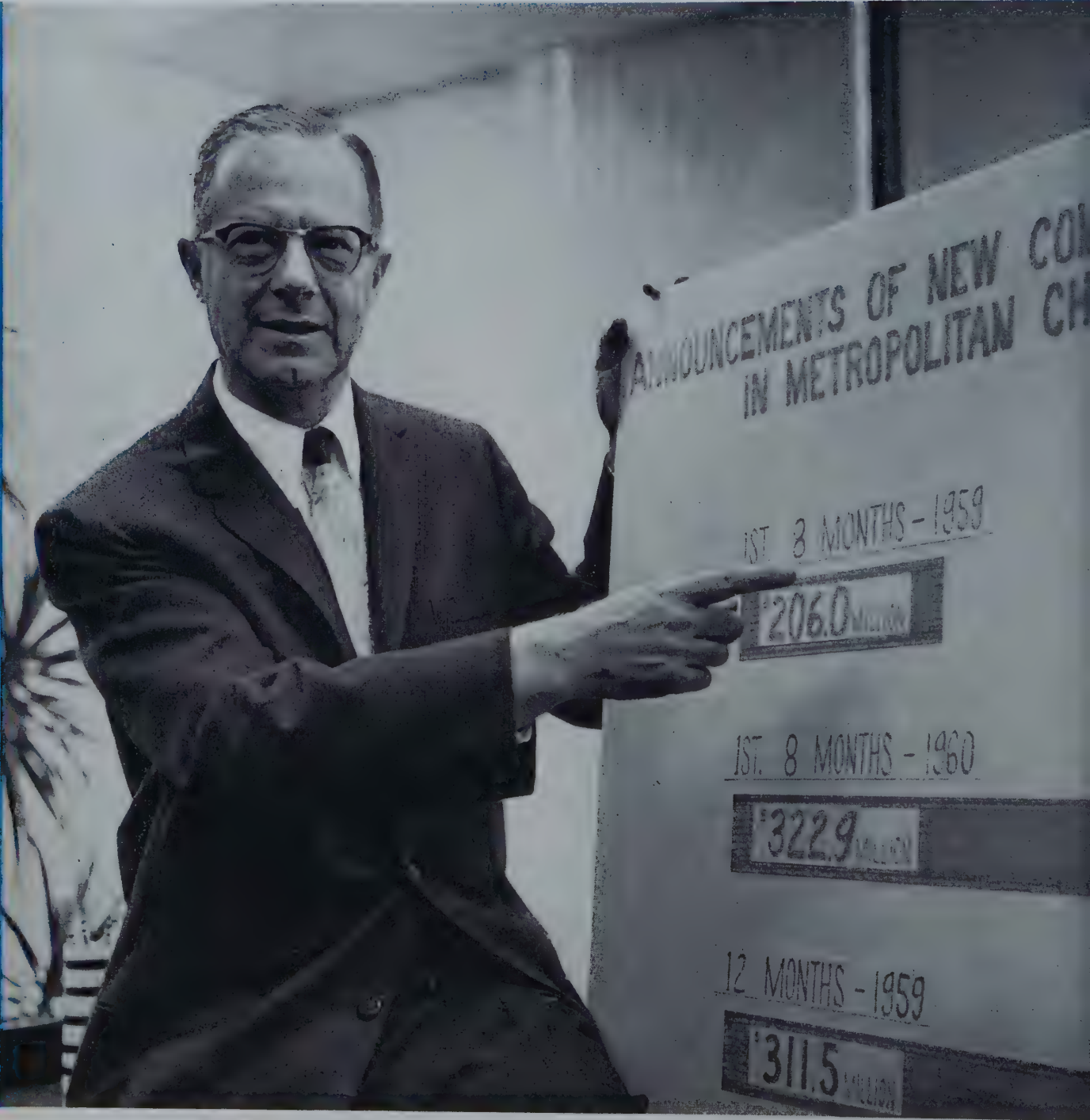
No President has given more time and devotion to Association affairs than Paul W. Goodrich, whose term of office is completed with this report. His leadership has been so inspiring to other officers, directors, staff, and the entire membership that many records and accomplishments within the Association's activities have been exceeded during his administration. His contribution will serve as an example and inspiration for succeeding Presidents, and will result in even greater successes in future years. He deserves the most sincere congratulations and thanks from the entire Metropolitan Chicago community.

As our new President, James E. Rutherford, comes into office, he will assume responsibility for the largest, most successful metropolitan chamber of commerce in the U. S. A. To him, congratulations on his election and his administration's determination to pursue progress and excellence.



Interview with FERD KRAMER Division Vice President

President  
Draper & Kramer





# COMMERCIAL DEVELOPMENT DIVISION

**Q.** Mr. Kramer, Chicago has become famous as one of the world's great commercial centers. How great was commercial activity in 1960?

**A.** The commercial boom in Chicago is continuing at a phenomenal rate, with each year scoring important gains. In 1960, new records again were set for all of the most significant yardsticks of commercial activity. New high records were chalked up for sales at all levels—retail, wholesale, and manufacturing. Our tourist business hit another record high. And there also was a high record in commercial building construction.

**Q.** What was that total in 1960?

**A.** Altogether, for the Chicago Metropolitan Area, new commercial projects announced in 1960 totaled 387 million dollars. That was 76.5 million dollars more than in 1959. While many of the 1960 projects are in outlying areas, many significant ones also are in the Loop and its vicinity. The 1960 total included all types of commercial buildings, but the most notable projects were office buildings, shopping centers, hotels and motels.

**Q.** In reference to commercial construction, there has been a lot said and written in recent years about a threatened decline of downtown business districts. What is the situation with respect to Chicago's central business district?

**A.** It is true that we were worried about the future of the Loop and its environs. But Chicago has a wonderful faculty of taking forceful action in solving its problems.

I would like to point out that impetus for this new building boom downtown has stemmed partly from the comprehensive plan for the central business district published in August, 1958, by the city planning department under Mayor Daley's administration. In addition to providing the framework for a 20-year redevelopment program, this plan also helped to produce two large governmental projects, one to be carried out by the federal government and the other by the Public Buildings Commission with the support of the City and Cook County governments.

But it is private enterprise that is doing the

big job. Take for instance the United Insurance Group's 46-story building going up on Wacker drive. Another good example is the Continental Companies' 22-story office building on Wabash avenue, the first major office building constructed on that street since 1927. Late in 1960, ground was broken on spectacular Marina City, the imaginative development of the Building Service Employees International Union on the north bank of the Chicago river between Dearborn and State streets. It will contain twin 60-story towers with 896 apartments and parking garages, a ten-story office building, an ultra-modern theater, and many other facilities such as restaurants and pleasure boat docks.



**Q.** What is happening along Chicago's famous State street within the Loop?

**A.** Here, too, very noteworthy changes and announcements were made in 1960. Plans were announced, for example, for a new 15-story headquarters of the Home Federal Savings and Loan Association at State and Adams streets.

Another notable development on State street is the eight-story addition to the parent store of Carson Pirie Scott & Co. There also is the new Beck Shoe Store. Incidentally, State street is the only street in Beck's nation-wide operations to have three Beck Stores. One of the biggest events of all in 1960 was Wieboldt's arrival on State Street by virtue of acquisition of Mandel Brothers large department store.

**Q.** Is there still a trend toward the development of shopping centers in outlying areas?

**A.** Plans for 25 additional shopping centers were announced in 1960. Among these are Randhurst Shopping Center near Mt. Prospect, sponsored by Carson Pirie Scott & Co., Montgomery Ward & Co., and Wieboldt's; Oak Brook Terrace Shopping Center south of Elmhurst, sponsored by Marshall Field & Co., and Sears, Roebuck & Co., and Golf Mill Shopping Center at Milwaukee avenue and Golf road, where Sears has erected its largest store building in the Chicago area since World War II.



**Q.** You mentioned motels as accounting for a large share of commercial construction. What is the story behind this trend?

**A.** The motel story within the city of Chicago is that of a new type of enterprise that has sprung up virtually overnight. Until mid-1953, Chicago had no motels within its limits because they were prohibited under a city ordinance which since has been repealed. Today, there are 41 motels with 3,010 units in Chicago, and more are going up. The principal areas for motel construction are in the vicinity of O'Hare International Airport and along Michigan avenue south of Eighth street. The Loop is gaining more than 2,996 sleeping rooms in motels already built or in the planning stage. This is significant for the central business district for two important reasons. First, the new motel rooms help to swell Chicago's facilities in its role as the convention and trade show center of the nation. Secondly, these new accommodations attract more convention-goers and tourists to Chicago's central business district, and thus they produce more shoppers for the Loop.

## Commercial Development

### Division Committees Pages 58-63

**Q.** You referred earlier to Chicago's record breaking sales. What were sales in 1960?

**A.** At retail, sales in the Chicago Metropolitan Area totaled 9 billion 400 million dollars in 1960. This represented an increase of one per cent over a 1959 retail sales volume of 9 billion 300 million.

At wholesale, the 1960 sales volume for the Metropolitan Area was 21 billion 800 million dollars, which compared with 21 billion 700 million in 1959. At the manufacturing level, sales rose to 24 billion 150 million dollars from 23 billion 240 million the year before.

**Q.** How substantial was the tourist business for Chicago in 1960?

**A.** An estimated 750 million dollars was spent in 1960 by tourists in Chicago. In addition to this large tourist business, more than 200 million dollars was spent by persons who came to Chicago for trade shows and conventions.

The dollars spent by visitors to Chicago add substantially to the economy of the Metropolitan Area. This income from the outside creates additional employment and purchasing power. It also adds to the sales totals of a wide variety of businesses catering to the travel trade.



**Q.** What are the plans of the commercial development division for 1961?

**A.** Our big objective always is to attract new commercial enterprises to Chicago and the Metropolitan Area. We also will concentrate on encouraging more service, fraternal and trade associations to locate their national headquarters here. Another major objective will be to promote the further development of Chicago as a financial center. And we shall continue to promote more tourist business for Chicago. In working toward these objectives, we shall develop new programs, in addition to utilizing those techniques which have proven to be so effective in the past.



## COMMERCIAL DEVELOPMENT DIVISION



Members of Commercial Development Committee discuss plan to publish "Commercial Developments in Metropolitan Chicago" (l to r) J. C. O'Brien, Committee Chairman; Ferd Kramer, Division Vice President; Paul Kunning, Division Director, and Gen. Lawrence Whiting, Director, American Furniture Mart Corporation



Arthur Rubloff, Chairman, Arthur Rubloff & Co.; Thomas H. Coulter, Association Chief Executive Officer; James C. Hullett, President, Hartford Fire Insurance Group at topping out of Hartford Insurance Bldg.



Association Director A. Newell Rumpf (r), Vice President, Harris Trust & Savings Bank welcomes Ralph L. Bergerud, President, Red Owl Food Stores to an Association Board of Directors meeting. Looking on is Charles Randall, Association Director and Vice President of the Association's Governmental Affairs Division

Members of Agricultural Council meet informally (l to r), Robert C. Liebenow, President, Board of Trade; Lyman B. Horton, Milwaukee Road; and George A. Bray, Illinois Bell Telephone Company



Edward Lee, Gen. Mgr. McCormick Place; Lenox Lohr, Pres., Museum of Science and Industry; Thomas H. Coulter; the late David Mayer, Chmn., Metropolitan Fair Exposition Authority, examine McCormick Place model



# Interview with JAMES E. RUTHERFORD Division Vice President

Vice President

Prudential Insurance Company of America





# COMMUNITY DEVELOPMENT DIVISION

**Q.** The public often reads and hears about improvement plans for Metropolitan Chicago. What was accomplished in 1960, Mr. Rutherford?

**A.** One fact stands out clearly when you look back on 1960. Chicago's program of community development has moved from the dream stage to reality. No longer need we talk solely in terms of plans for the future. Today, all about us, we are benefiting from new public improvements, many of which are receiving world-wide attention.

**Q.** What do you consider to be the most important improvements?

**A.** Without doubt the most popular and dramatic development in 1960 was the completion of two major expressways, Congress and Northwest. Meanwhile, construction is proceeding rapidly on the South Expressway, which is scheduled for partial use in 1961 and for completion in 1963 or 1964. After that will come the Southwest Expressway.

Thus, Chicago and its suburbs will have a well planned network of radial expressway "spokes" extending from the central business district which will link outlying areas to the central city hub.

**Q.** What role has the Association played in the expressway construction program?

**A.** Two of the Association's committees, the Public Improvements Committee and the Street Traffic and Parking Committee, have been very active in this program. It is important to realize that the accelerated program of expressway construction has been made possible by the assurance of a steady, rather than sporadic, flow of funds. This dependable flow of funds has been provided by a 245 million dollar bond issue authorized by the Illinois State Legislature in 1955. Our two committees worked with Cook county and state highway officials in developing this effective financing measure and encouraging its adoption.

**Q.** To many Chicagoans, the deterioration of neighborhoods continues to be one of the city's most pressing problems. How are we doing in this battle against neighborhood blight?

**A.** Here, too, we are beginning to make great strides, to see plans become realities. An excellent example is the pioneering community conservation and rehabilitation program in the Hyde Park-Kenwood area in the vicinity of the University of Chicago campus. It is truly amazing to compare the new Hyde Park-Kenwood community with conditions there only five years ago. Similar programs are shaping up for other older communities throughout the city. All of this work of rehabilitating and rebuilding the worn out sections of our city now is referred to under the general phrase of urban renewal.

**Q.** Isn't this problem of urban renewal almost too enormous to be solved effectively on a city-wide basis?

**A.** Yes, the problem is enormous, but don't underestimate the spirit of Chicago and its communities to get things done. Take, for instance, one of the urban renewal problems—that of relocating families displaced by public works projects such as expressway construction and slum clearance and community conservation programs.

In handling this relocation housing problem during the last 10 years, Chicago's municipal agencies found living quarters for 33,799 displaced families, or approximately 125,000 persons. That is equivalent to relocating the entire population of a city the size of Madison or Topeka.

**Q.** The provision of a site for the Chicago campus of the University of Illinois has been a major controversial subject. What is the Association doing on this question?

**A.** Our Association for many months has been working closely with 21 other organizations in a Joint Action Committee effort to locate the University on a railroad site south of the Loop. The complexity of the problem of consolidating existing railroad terminals, prerequisite to clearing the site, has been staggering. The objective now is to develop a modified but effective plan which we hope to present for consideration by city and university officials.

**Q.** Has the problem of improving mass transportation facilities been given special attention by the Association?

**A.** The Association has been hard at work through a steering committee of mass transportation experts in developing a realistic and attainable program of recommendations for the 1961 session of the Illinois State Legislature. The recommendations will include both specific proposals and practical suggestions for financing improvements on an equitable basis. Our steering committee also has been coordinating its work with similar efforts by such important groups as the Chicago Real Estate Board, the Chicago Central Area Committee, the Civic Federation, and the Northeastern Illinois Metropolitan Area Planning Commission. We believe our recommendations will provide the framework for projects of immediate priority as well as a long range program needed to create a balanced transportation system for the Metropolitan Area.



safety education, a program which undoubtedly contributed to a reduction in major fires in 1960. The Association's Street Traffic Committee has been very effective in helping to reduce fatalities on our streets. The city-wide Clean Up Campaign, spearheaded by our Cleaner Chicago Committee, is a very worthwhile project. As a result of this campaign, Chicago in 1960 received the National Cleanest Town Trophy presented by the National Clean-Up, Paint-Up Fix-Up Bureau in Washington.

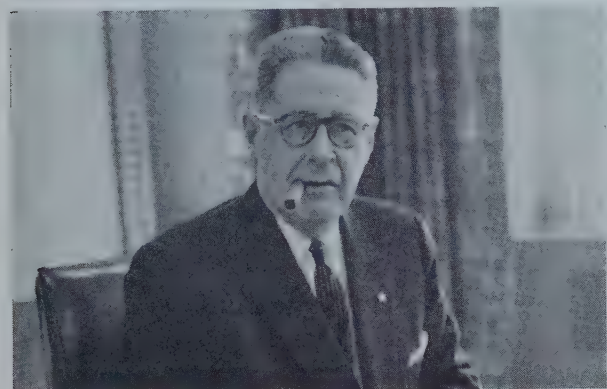
**Q.** What do you consider to be the most important problems and projects that will get the attention of your division in 1961?

**A.** First, let me say that I believe that with strong government and civic leadership, the future spells continuing growth and progress in all fields of community development. I believe our area is well ahead of most metropolitan communities in realizing its potential greatness, but this will be fully achieved only through the dedicated efforts and continued teamwork of businessmen, civic leaders, labor officials, and leaders in government, all of whom share this enthusiasm.

Two specific projects stand out for 1961. First, we must push forward with utmost effort on the urban renewal needs of Chicago. And, secondly, but of equal importance, we must give top priority to developing a sound program for providing the Chicago Metropolitan Area with a balanced mass transportation system. You will note that I said a balanced system, for we will be missing our objective if we do not develop fully all forms of mass transportation including commuter railroads, C.T.A. and highways which accommodate bus services.

## Community Development Division

### Committees Pages 63-70



**Q.** What progress is being made under Chicago's new Air Pollution Control Ordinance?

**A.** The last major step toward making the ordinance fully effective was taken by Mayor Daley when he appointed members of the three committees responsible for assuring success.

One of the members of the city's new Air Pollution Control Committee is Henry C. Woods, the new Chairman of the Association's Cleaner Air Committee. Our Association's Committee now has a sub-committee assigned to developing a city-wide public educational program on the new ordinance.

**Q.** Mr. Rutherford, your division obviously embraces many activities. What have been some of the other major achievements?

**A.** In our efforts to make Metropolitan Chicago a better place in which to live and work, we all are interested primarily in the results, rather than who should get the credit. But I believe our Association can take special pride in a number of achievements reflecting the intensive work of our committees. For instance, our Fire Prevention Committee has carried out a year-round program of fire



## COMMUNITY DEVELOPMENT DIVISION



Elmer F. Reske (l), Manager, Cook County Inspection Bureau, Chairman, Fire Prevention Committee, accepts fire safety honor award for Association's year-round fire safety program from Edwin D. Canham, President, Chamber of Commerce of the United States, during national chamber's annual meeting in Washington



Fire Prevention Committee on Industrial Fire Safety Day, Fire Prevention Week, tours Chicago Regional Port District to learn more about the Port's fire safety facilities



Meeting at luncheon in Quadrangle Club, U of C, following tour of Hyde-Park-Kenwood Redevelopment Project by CACI Board of Directors and members of Urban Renewal Committee were (l to r), Elliott Frank, V.P., LaSalle National Bank; Julian Levi, Executive Director, South East Chicago Commission and John Swansen, Northwestern Mutual Life Insurance Company



At joint meeting of Urban Renewal and Public Improvements Committees were (l to r) : Philip A. Doyle, Executive Director, Chicago Land Clearance Commission; George H. Dovenmuehle, Chairman, Urban Renewal Committee; D. E. Mackelmann, Commissioner Chicago Community Conservation Board; Larry Reich, Assistant Commissioner for Research and Planning, Dept. of City Planning and Ira J. Bach, Commissioner, Dept. of City Planning



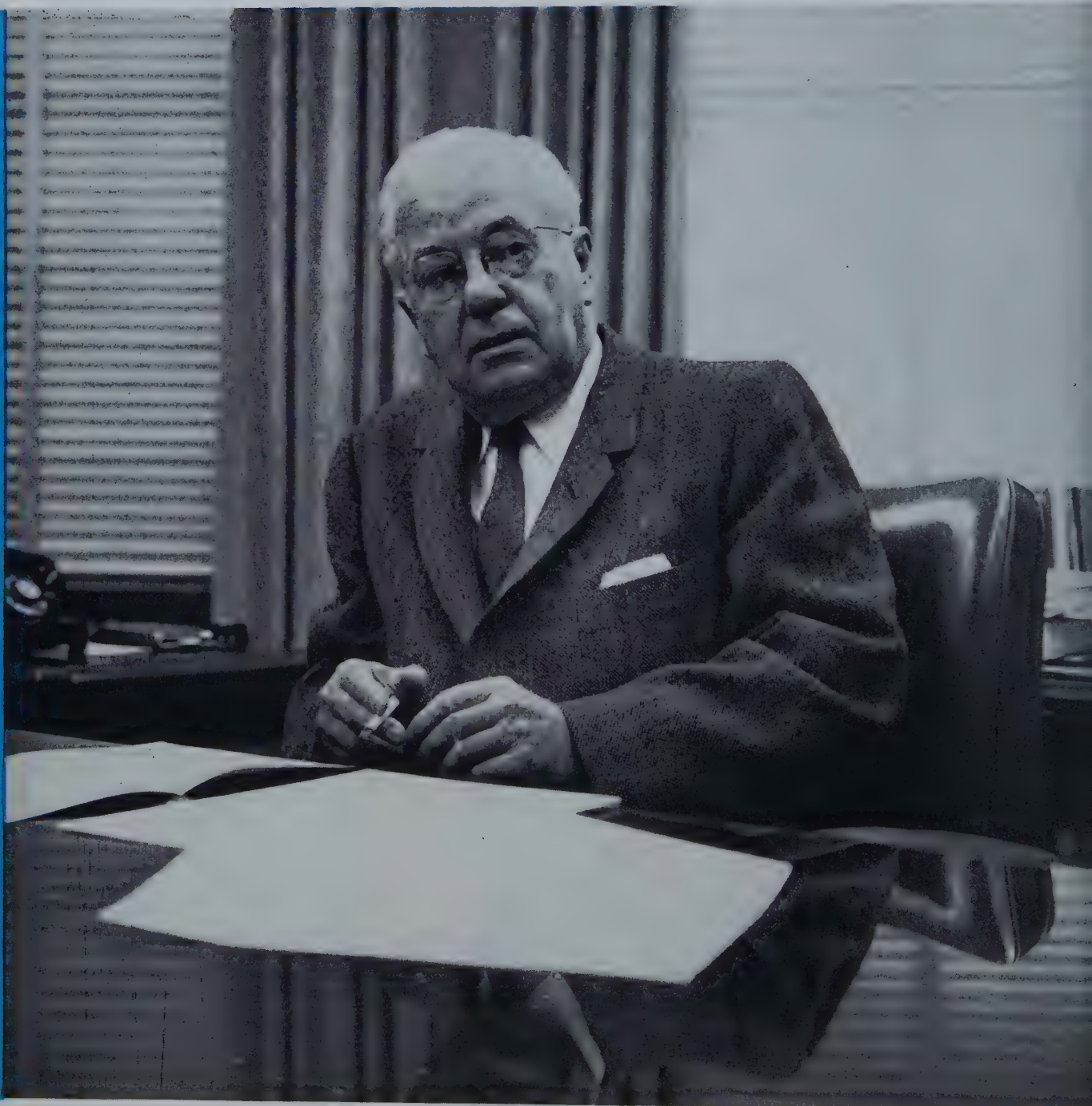
Among awards made at 1960 Architectural Honor Awards Luncheon, were these by (l to r) , Presiding Chairman Ferd Kramer, President, Draper & Kramer and Samuel A. Lichtmann, FAIA, Chairman, Honor Awards Committee, to: (l to r.) J. Lee Jones, Associate Architect for Law School Building, U of C and Henry K. Beard, owner of award winning Barrington residence



# Interview with CHARLES B. RANDALL Division Vice President

Vice President

Natural Gas Pipeline Company of America





# GOVERNMENTAL AFFAIRS DIVISION

**Q.** Mr. Randall, what governmental question was of greatest concern to your division in 1960?

**A.** Of tremendous concern to Metropolitan Chicago, as well as to Illinois, is the suit brought before the United States Supreme Court in the lake diversion question. Six other Great Lakes states have petitioned for a modification of a 1930 Supreme Court decree with an objective of forcing Chicago either to reduce its diversion of water from Lake Michigan or to return the sewage effluent to the lake. A decision against Chicago would have disastrous effects from the standpoint of sanitation, navigation and industry, not only for the Metropolitan Area, but also for the entire Illinois Waterway to the Mississippi Valley.

**Q.** What would be the adverse effects of a decision against Chicago and Illinois?

**A.** As one of many serious results, local taxpayers would bear the burden of a new capital investment of 250 to 300 million dollars for changes in the sewage disposal system if the Metropolitan Sanitary District of Greater Chicago were forced to return direct cost, however, would be many other disastrous effects. Lower Lake Michigan would be polluted, our drinking water supply jeopardized and our beaches closed. In the reverse situation, if the sewage effluent continues to go down the waterway, with direct diversion from the lake eliminated, the entire Illinois waterway would become badly polluted. Conditions for barge crews and persons living or working along the northern portion of the waterway would, in the warm months, be intolerable.

**Q.** How would navigation in the Illinois waterway be affected?

**A.** The complaining states are asking that Chicago be forced to reduce its diversion of lake water to 1,800 cubic feet per second from the presently authorized rate of 3,200 cubic feet by putting approximately 1,700 cubic feet of sewage effluent back into the lake. This would result in

a reduction of 50 per cent in the average flow at Lockport and a drastic curtailment of barge traffic. There would be insufficient water available to operate locks at capacity. Preliminary indications are that barge traffic would be limited to 50 per cent of capacity 20 per cent of the time and 70 per cent of capacity 50 per cent of the time.

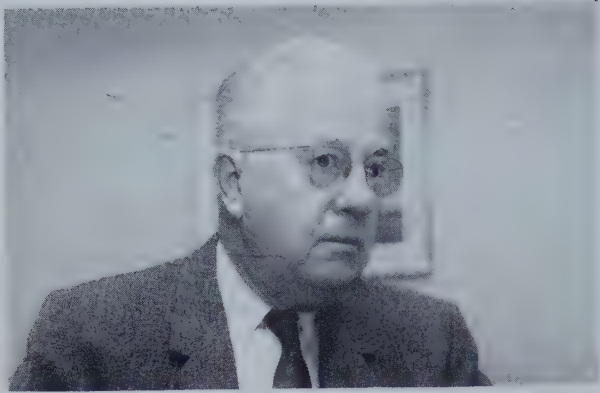
Further harm to navigation probably would occur in winter when the slower current would permit more ice formation and be insufficient to move broken ice from the waterway. This might mean that the waterway would be closed to navigation for as much as two months of a normal winter because of ice.

**Q.** Would a reduction in lake diversion have any direct effects on industry?

**A.** It certainly would. An adverse effect would be felt by many industrial plants which use water from the Illinois waterway for cooling purposes and other industrial uses, and then return the water to the waterway. A slower current resulting from a reduction in lake diversion would increase the temperature of the water by a substantial amount during the summer and fall periods. This would be a serious blow to industries using water for cooling purposes, and could cause some very important plants to move from the Chicago Area, at a cost to them of many millions of dollars.

**Q.** What is the Association doing to protect our interest in the lake diversion matter?

**A.** At present, we are spending \$50,000 to help fight this attack on Chicago and Illinois. We have retained an engineering firm to make a thorough study of the consequences of decreasing diversion on shipping and industrial users of cooling water. This study will aid us in the development of evidence for use in the trial of the case before a Supreme Court Master. The Association also has retained legal counsel to work with the Illinois Attorney General's office and attorneys of the Sanitary District in defense of the lawsuit. This is a long and costly struggle.



**Q.** Is the Association working in any other way to solve this important problem?

**A.** Our real objective is to get greater diversion of water for Chicago as a means of reducing present pollution in the waterway. In the 86th Congress, Congressmen Tom O'Brien and Sid Yates from Illinois obtained authorization for a study by the Department of Health, Education and Welfare of water pollution in the Illinois waterway. We are confident that an additional appropriation will be made in the 87th Congress to cover cost of a study of water problems in all states on the Great Lakes. These studies, we hope, will provide the groundwork for the increased lake diversion needed by Metropolitan Chicago.

**Q.** Because of its importance, we have dealt at some length with the lake diversion subject. What other matters at the federal level were given special attention by your division in 1960?

**A.** We were successful in delaying for a year the enactment of legislation to move the Army's Quartermaster Food and Container Institute from Chicago to Natick, Massachusetts. New England is making a determined effort to remove research facilities from our area.

We shall continue to oppose relocation of the Food and Container Institute or any similar installation from Chicago. In the case of the Institute, the Illinois Institute of Technology is offering a suitable building to house this facility.

We opposed the Forand bill, and helped to gain enactment of legislation placing medical care and hospitalization benefits for elderly persons on a state preference basis with federal participation. We also participated in the successful opposition to proposed extensions of the minimum wage law to such fields as retail establishments.

**Q.** What happened at the Illinois state government level in 1960?

**A.** A special session of the legislature was called to vote a supplemental appropriation for public welfare and to consider law enforcement legislative proposals for Chicago. We presented our views on Chicago law enforcement, and will do so again when the matter comes up at the regular legislative session in 1961.

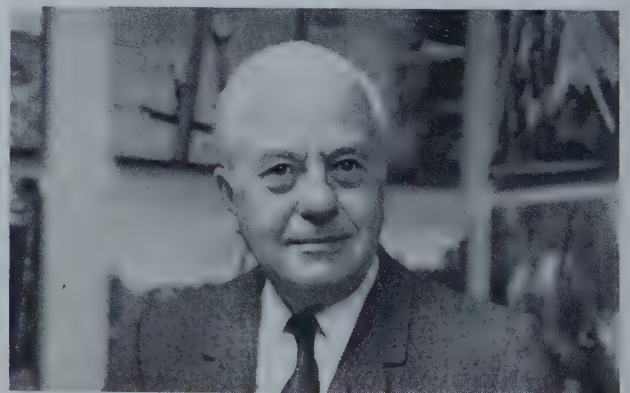
**Q.** What success have you had with your practical politics workshops?

**A.** So far, we have given five such courses, and their effects already are evident. Our main objective is to train key employees of various companies as teachers in the practical aspects of politics with emphasis on Illinois, Cook County and Chicago. Fifteen companies which sent representatives to our workshops now have started their own courses in political education, and we are continuing this program with the hope that many others will avail themselves of the course. Supplementing these workshops will be a program to aid management in developing new techniques for communicating more effectively with their employees.

**Q.** What are some other objectives of your division in 1961?

**A.** The chief local issues will again be lake diversion, relocation of the Food and Container Institute and appropriations for proper highway bridges on the Cal-Sag channel.

All Federal tax legislation will have our attention. It appears that some measure of general tax reform is a possibility, especially after the elaborate study of the entire Federal tax structure undertaken by the House Ways and Means Committee in 1959. The enactment of liberalized depreciation provisions, relating to price levels rather than original cost, is important. We will continue to support Congressman Hale Boggs of Louisiana in his efforts to secure Federal legislation permitting the deduction of expenses lawfully incurred in supporting or opposing or otherwise influencing legislation in Congress, or in a state legislature or



other government unit, as a proper deduction from gross income.

There will undoubtedly be a renewal of efforts to provide minimum Federal standards for unemployment compensation; to tie health care for elderly persons to the social security system; to legalize secondary boycotts in the construction industry, and to increase the minimum wage and expand its coverage. These matters were opposed in our program last year. A major issue which was not adequately considered in the last Congress was



# GOVERNMENTAL AFFAIRS DIVISION



Richard L. Wattling, Chairman, State and Municipal Revenue Committee, Partner, Defrees, Fiske, Thomson & Simmons, addresses joint meeting held with Legislative Committee



Professor Joe Bindley, Knox College, leader of Association's Practical Politics Courses, answers questions of students who have enrolled for series

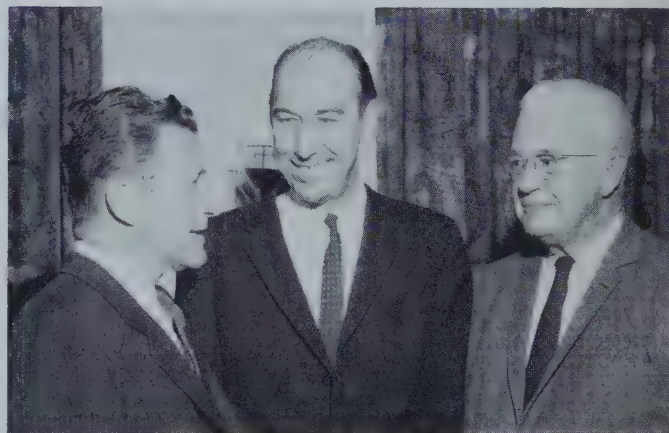
"featherbedding." Undoubtedly, "featherbedding" legislation will be introduced in 1961. An Association committee has developed proposed legislation in this field to correct many of the injustices which now exist. The viewpoint of our Association will be presented.

At the state level, Association policy will be conveyed to the General Assembly on matters likely to arise, including:

- revision of the Revenue Article of the state Constitution
  - a state income tax
  - broadening the base of the sales tax
  - a corporate franchise tax increase
  - extension of the capital stock tax to foreign corporations
- anti-racket picketing legislation
- wage attachment legislation
- amendments to the unemployment compensation law
- amendments to the workmen's compensation law
- measures affecting mass transit in the large cities of Illinois
- revision of the Judicial Article of the Illinois Constitution



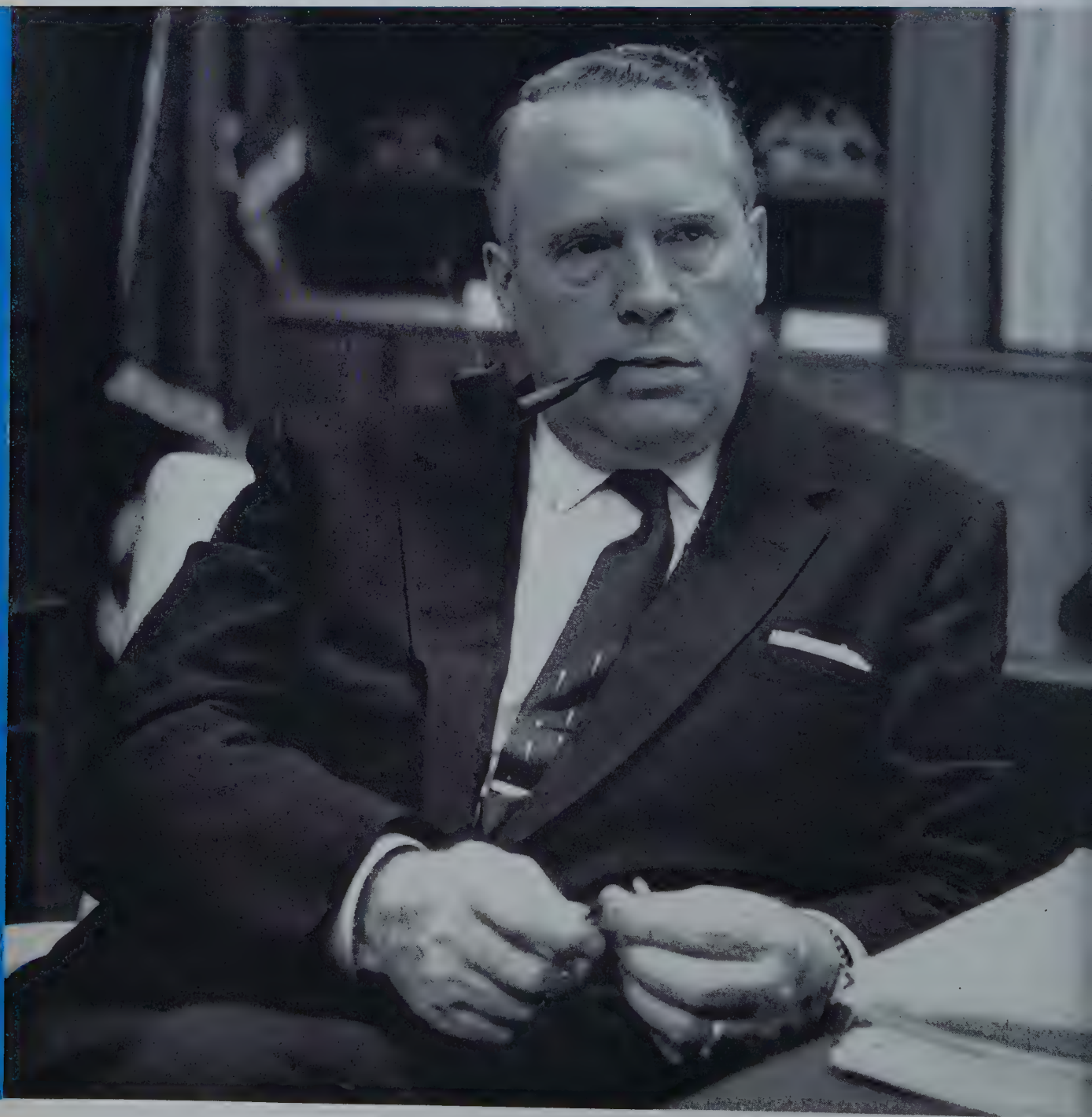
Governmental Affairs Council members talk with John Drieske (l), Political Editor of the Chicago Sun Times. They are (l to r), J. M. Klapp, Assistant to the President, United Air Lines; Jonathan C. Gibson, V.P. and General Counsel, Santa Fe R.R. and Dr. Samuel L. Andelman, Commissioner, Chicago Board of Health



Meeting with Illinois new Governor, Otto Kerner (l) are Governmental Affairs Division Director Preston Peden and Division Vice President Charles B. Randall (r), Vice President, Natural Gas Pipeline Company of America

Governmental Affairs Division  
Committees Pages 71-80

**Interview with JAMES C. WORTHY Division Vice President**  
**Vice President**  
**Sears Roebuck & Company**





# HEALTH, EDUCATION AND WELFARE DIVISION

**Q.** Mr. Worthy, one would imagine that businessmen like politicians and others in the public eye, are besieged throughout the year by solicitors for charitable and welfare causes. What does your division do to help businessmen sort out the worthwhile causes from those of ineffective or fraudulent organizations?

**A.** Before answering the question, let me first explain why our Association has a division dealing solely with the subjects of health, education and welfare. There is, of course, a humanitarian reason. Business and industry represent an important part of every American city or community, and thus they have a natural responsibility for helping to solve the community's problems. Then, too, there is an economic reason. People, as the supply of manpower, are the most important asset for assuring the economic well-being of a community.

Now, as to the question. The officers and staff of our division devote much of their time to advising men in business and industry on the most effective ways to fulfill their obligations in the charitable and welfare fields.

**Q.** What specifically does your division do in this effort?

**A.** Take 1960 as an example. We published the 43rd annual "Contributors Handbook," featuring a list of 245 health and welfare agencies endorsed by our Association. In addition, we distributed 20 special bulletins throughout the year giving information on more than 300 organizations soliciting Chicago business and industrial establishments for financial support. A special project was the publication of a book, "Company Giving."

This new book outlines methods companies use in handling this problem intelligently. Our Association worked in conjunction with the Chicago chapter of the Public Relations Society of America in preparing this valuable reference book.

**Q.** How much does business and industry contribute to charitable and welfare organizations?

**A.** Corporations and individuals in the Chicago Metropolitan Area contributed approximately 38 million dollars in 1960 to the 245 agencies en-

dorsed by the Association. This compared with 35 million dollars in 1959.

**Q.** What is the program of your division for 1961?

**A.** Our division is never short of worthwhile projects. The only limits to our program are time and financing. We have many plans for the new year, some of which are continuing projects which have proved successful in the past and some of which are entirely new.

One of our new projects will be a study of in-plant industrial health programs. The objective will be to bring together all of the best ideas for improving such services, especially in the smaller plants.

Our division also will work with the Welfare Council of Metropolitan Chicago in studying the need of extending more social services to suburban areas. Another problem to get the attention of



our division is the multiplicity of organizations raising funds for medical research, along with the question of whether better coordination among these agencies could be accomplished.

**Q.** What will your division be doing in 1961 in the field of education?

**A.** One of our major programs is that of trying to reduce the high percentage of high school drop-outs. This is a problem, incidentally, which Chi-

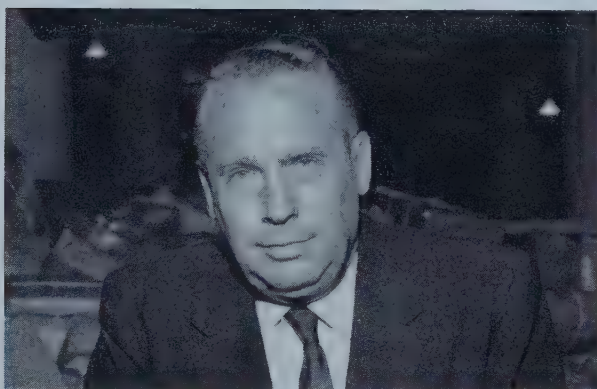
cago has in common with many other sections of the country.

As we have done since 1958, our division will be working closely in 1961 with the Chicago Urban League on the drop-out problem. Members of our Association meet Negro youngsters, and explain to them the importance of scholastic preparation, as well as calling their attention to the opportunities in industry for those who are qualified. In a similar manner, the value of public night school courses is described to many adults of limited educational background coming to Chicago from other sections of the country.

**Q.** What other educational projects will your division be promoting for young people?

**A.** We have many plans for the new year, including the extension of the use of television instruction by the Board of Education at both the high school and junior college level. Possible curriculum revisions also will be considered as automation affects the types of industrial skills needed.

As one of our regular major projects, the 11th Annual Student Science Fair will be sponsored in 1961 by our Association as a device to increase the interest of young people in subjects which would lead to a large number of students enrolling in



scientific and technical courses in college. In 1960, more than 4,000 students took part in the program, and more than 2,500 projects were selected for public exhibition.

**Q.** Have you planned any special programs for adults in 1961?

**A.** We expect to focus special attention on the importance of proper planning for retirement. This program is an outgrowth of the cooperation between our Association and the Mayor's Committee for Senior Citizens. In 1961, we are planning to stage a week-long exposition of products and programs which will be of special interest to older persons. This special exposition is planned for the new McCormick Place in the spring.

**Q.** Will your division be handling other projects and problems in the new year?

**A.** To give you an idea of the scope of the division's job, I wish to point out that our Association is in a unique position in the health, education and welfare field. For the most part, the Association serves as a coordinator, and in many instances the expediter, in bringing about solutions to problems involving the general business community and the hundreds of health, education, welfare, social and civic organizations responsible for the over-all welfare of Metropolitan Chicago. Thus, because of the unusual role the Association plays in this field, you can see that we will be handling numerous projects in 1961.

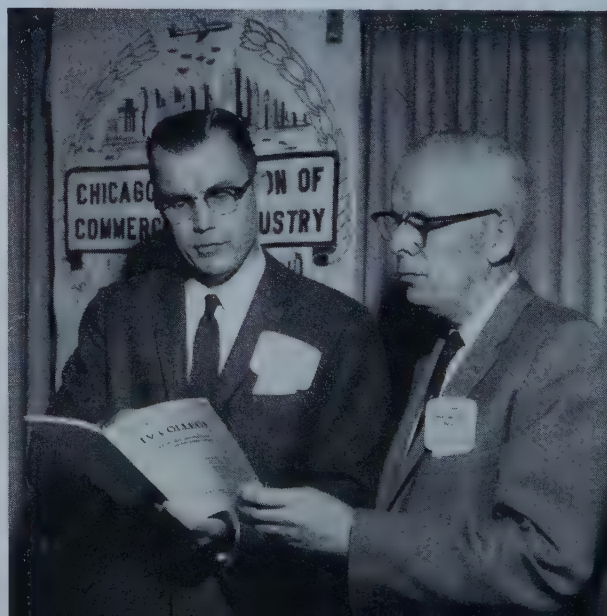
**Q.** As a summing-up, Mr. Worthy, what were some of the general problems tackled by your division in 1960?

**A.** Many meetings were sponsored by our Association as forums where various segments of the industrial and business community met to discuss programs designed to solve special problems. For example, the Association was a co-sponsor of a conference on the subject of a sudden increase in the incidence of venereal disease in the Chicago Area. This important meeting was attended by many hundred representatives of medical organizations, social agencies, public health departments, and business management. A program was formulated to halt the alarming increase.

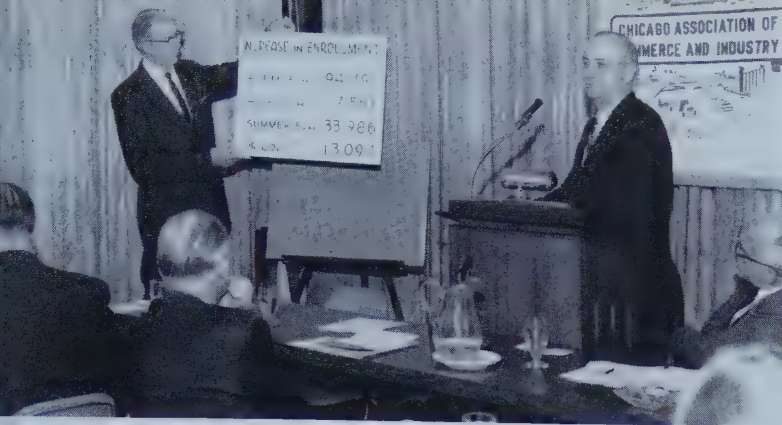
Another important event in 1960 was the Fifth Alcoholism-In-Industry Conference sponsored by our Association and the Chicago Committee on Alcoholism.

Also, I should like to emphasize that our division is in effect a clearing house for all types of material in the health, welfare and education fields. For example, in 1960 we distributed more than 5,000 copies of a summary of the important Eighth Annual Heart-In-Industry Conference. This mailing was typical of a heavy volume handled by our division as an information clearing house.

Speakers before the October meeting of the Education Committee were (l) Clifford Erickson, Dean, T.V. Instruction, Chicago Junior College and Willard H. Harmon, Education Advisor, Commonwealth Edison Company







Dr. Benjamin C. Willis, General Superintendent, Chicago Public Schools (r), assisted by Francis B. McKeag, Assistant General Superintendent, tells the Association's Board of Directors of progress made in public school building and curriculum programs



Celebrating 25th Anniversary of TB vaccine at Tuberculosis Prevention luncheon were (l to r), Dr. David Dodds Henry, President, University of Illinois; Dr. Jean Bretey, Chief, Tuberculosis Service, Pasteur Institute of Paris and G. J. Wherrett, M.D., President, International Union Against Tuberculosis, Ottawa, Canada

## HEALTH, EDUCATION AND WELFARE DIVISION



At the November VD Conference were (seated l to r), Edward Saltiel, Attorney; James C. Worthy, Vice President for Health Education and Welfare; and (standing, l to r), Dr. Samuel Andelman, Commissioner, Board of Health, City of Chicago; and Paul W. Goodrich, Association President

### Health, Education and Welfare Division Committees Pages 81-83

James C. Worthy, Vice President for Health Education and Welfare, addresses the Heart In Industry Conference held in Hotel Sherman



## Interview with THOMAS G. AYERS Division Vice President

Vice President

Commonwealth Edison Company





**Q.** Mr. Ayers, 1960 marked the completion by you of four years of service as Vice President for Industrial Development. How did 1960 compare in this field with the previous three years?

**A.** The year of 1960 was as great or even greater than 1957 and 1958. And if you count out one unusual 100 million dollar project announced in 1959, the record for 1960 was as good or better than that year also.

**Q.** How much was invested in industrial development in the Chicago Area during your four years in office?

**A.** Including both construction and land, this investment in new industrial facilities amounted to more than a billion dollars, or about three billion dollars when all equipment is installed. That is a huge sum any way you look at it.

**Q.** That is an impressive figure. But to get away from dealing with dollars, is there any other way you can describe this big industrial expansion?

**A.** Yes, there certainly is. I never cease to be amazed at the number of large plants that go up in the Chicago Area every year. In 1960, for instance, plans were announced for the construction of 30 large industrial plants and warehouses. The average floor space of these structures will be 200,000 square feet, and altogether they will add six million square feet of new industrial space for Metropolitan Chicago.

**Q.** Aren't there also a lot of smaller plants being built?

**A.** Here, too, there is a phenomenal rate of construction. We find that for each plant with 100,000 or more square feet, there are a dozen plants of lesser size constructed. The total square footage of the smaller plants being built amounts to much more than that of the larger plants. In 1960 alone, we gained an estimated 15 million square feet of new industrial space in the new small plants erected in the Metropolitan Area.

**Q.** Other metropolitan areas are reported to be

gaining new industries. How does Chicago compare with the other large cities?

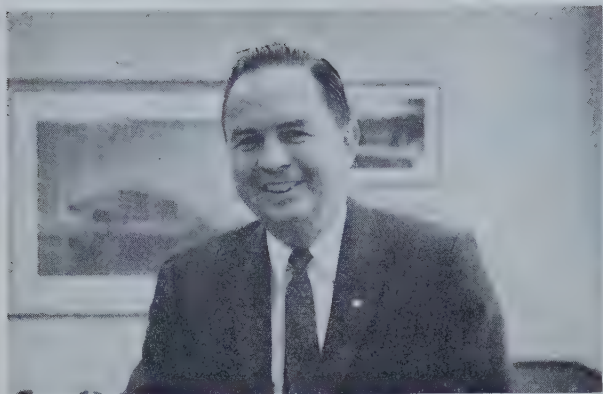
**A.** Chicago, with its wonderful central location and other advantages, continues to be the leader in attracting new industry. Percentagewise, Los Angeles, for example, claims to be making fast gains, but I believe percentages can be very misleading in measuring industrial expansion. What really counts are the gains in absolute terms, and in this respect Chicago is definitely the leader. There also is much other evidence of the continuing ability of the Chicago Area to attract industry. One of many examples is the Flexonics division of Calumet & Hecla, Inc., which is building a 325,000 square foot plant in Bartlett to centralize six of its widely scattered plants in the Midwest and California. Despite talk of other areas usurping our hold on the electronics industry, Motorola, Inc., as an example, is adding 372,000 square feet to its plant in Franklin Park.

**Q.** Are there any new trends of major significance in industrial expansion?

**A.** One of the most significant trends is that of the industrial parks. Industry has always liked industrial neighbors, and the old type of industrial district is now giving way to the more modern industrial park — the scientifically laid out development with all necessary facilities, such as sufficient parking space, as well as landscaping that adds to the attractiveness of modern design and the beauty of the area. These industrial parks are springing up all over Metropolitan Chicago.

**Q.** Have the new toll roads and the newly completed Congress and Northwest expressways had any effect on industrial expansion?

**A.** This new network of toll roads and expressways has had the effect of increasing the size of Metropolitan Chicago. Formerly, the immediate Chicago Area was considered generally to have a radius of 40 miles from the Loop. Now, this radius has been increased by at least 20 miles, to a total of 60 miles from the Loop. There has been a substantial increase in new plant announcements for many outlying communities, such as Mundelein, Geneva, Carol Stream, Bartlett and Crystal



Lake. Among the many advantages, this new system for fast travel facilitates the movement of goods by trucks. At the same time, however, the availability of rail service remains a big factor in locating new plants. For instance, the Northlake Industrial District has been rapidly developed for industries dependent largely upon railroad freight services.

**Q.** What is happening to the city of Chicago in view of all the new plants going up in the suburbs?

**A.** A lot of misinformation to the contrary, the city of Chicago is holding its own from the standpoint of industry. There is a considerable amount of land south of Madison street available for new plants. The stockyards area is a good example of the availability of industrial sites within the city. The Chicago Land Clearance Commission has helped by providing cleared land for industrial redevelopment. The city government of Chicago also is very cooperative.

**Q.** Has there been any change in the pattern of the Chicago Area as a highly diversified center of production?

**A.** While we have a heavy concentration in primary metals and related industries, Metropolitan Chicago continues to have a great diversity in production. The industrial developments announced in 1960 covered 18 of the 20 manufacturing classifications set up by the bureau of the census. In 11 of the industrial classifications, our production ranges from 3.6 per cent of the nation's total output of paper and allied products to 11.8 per cent in primary metals.

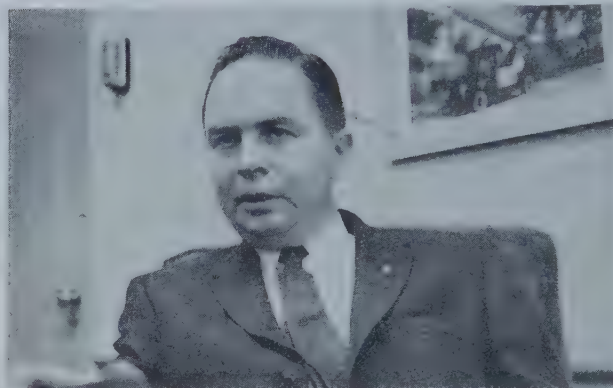
**Q.** What are the major objectives of the Industrial Development Division for 1961?

**A.** High on our agenda is a study to determine

the Chicago Area executive's image of Metropolitan Chicago from a social, political and economic viewpoint. This study will produce valuable information to further our industrial development program.

We also are considering a survey to determine technological advances and trends in automation and mechanization which will affect employment. Such a study will be useful in planning for future employment trends.

We will promote additional government appropriations for further development of the Cal-Sag Canal project, which is only partially completed. The importance of this project already is



reflected in the new plants, especially in the petro-chemical field, that have been built recently along the canal banks.

There is still a big need for educating many suburban communities on the advantage of having new industries in their midst. DuPage county now has an active committee promoting new industry, and business and civic leaders in Kane and McHenry counties now are considering creating similar committees.

Frank Flick, President, Flick-Reedy Corporation; Larry Pierron, Vice President, Public Service Company; Charles Cress, Realtor and Charles F. Willson, Director, Industrial Development Division, attend meeting of the DuPage County Industrial Development Committee



**Industrial Development**

**Division Committees Pages 84-90**



# INDUSTRIAL DEVELOPMENT DIVISION



Thomas G. Ayers (3rd from l), Vice President, Industrial Development Division, discusses contract awards with Industrial Development Committee members (l to r), Larry Trimble, Robert White, and Jack Bornhoeft



Dr. Norman Hilberry, Director, Argonne National Laboratory, receives an award from Paul W. Goodrich, Association President, for advancing peaceful use of Atomic Energy. Award was given on World Peace Day at Chicago International Trade Fair



Members of the Association's Industrial Development Committee tour Automatic Electric Company plant in Northlake, Illinois. The committee observes latest developments in communication equipment fabrication and assembly

Richard Nowinson, Chairman, State of Illinois Industrial Planning and Development Division, receives an award for outstanding service to citizens of the State of Illinois from Thomas G. Ayers, Association Vice President for Industrial Development



Interview with **JOHN K. LANGUM** Division Vice President  
President  
Business Economics, Inc.





## RESEARCH AND STATISTICS DIVISION

**Q.** Mr. Langum, the census of population was big news in 1960. What was most significant in the census of Metropolitan Chicago?

**A.** We have an official population count for a newly defined Metropolitan Chicago, which now consists of eight counties as compared with six counties previously. The final census figures taken in April showed that the eight counties had a population increase of 1,200,000 persons, or 22 per cent in the ten years from 1950 to 1960. Metropolitan Chicago, with 6,794,461 persons, ranked second, with New York first, in population among the 196 metropolitan areas of the United States.

**Q.** Was the increase in population evenly spread throughout Metropolitan Chicago?

**A.** No, there were significant variations in population change. The city of Chicago declined by 70,000 persons, which thus meant that the population increase occurred entirely in suburban areas. Among the suburban areas, however, there also were major differences in population change.

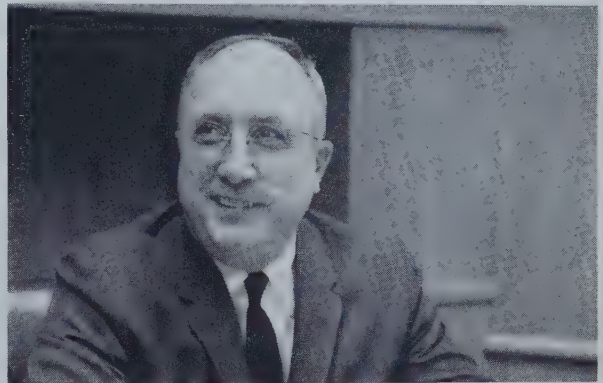
**Q.** Where did the large population increases in the suburban areas take place?

**A.** The largest single increase, 103 per cent, was in DuPage county, where the population passed the 300,000 mark. Cook county had an overall increase of 711,000 persons, or 13.8 per cent. Lake county, Ind., increased by 144,000 persons, or 39 per cent, and Kane county scored an increase of 157,000 persons, or 38 per cent. Other county-wide increases were 64 per cent in Lake county, Ill., 63 per cent in McHenry county, 42 per cent in Will county, and 50 per cent in Porter county, Ind.

**Q.** With the county-wide increases being so large, there also must have been big increases in population for the incorporated suburban communities. Was this the case?

**A.** Not altogether so. Many suburbs did have big population increases. In Skokie, for instance, the increase was 300 per cent. Wheeling had a population gain of 681 per cent, and the tiny village of Romeoville in Will county grew from 147 per-

sons to 3,500, for an increase of 2,300 per cent. Some of the larger and longer established suburbs showed more moderate increases, such as Evanston with seven and a half per cent, Aurora with 26 per cent, and Blue Island, 11 per cent. A few of the older suburbs declined in population. Oak Park, for instance, lost five per cent.



**Q.** Was there any confusion in reporting the census for the first time for Metropolitan Chicago on the eight county basis?

**A.** The change to the eight county basis, including six counties in Illinois and two in Indiana, was authorized in 1959 by the United States Bureau of the Budget. But in the initial reporting of the census, the report by that bureau was on the basis of the six Illinois counties alone. There was no doubt about the city of Chicago remaining larger in population than the city of Los Angeles. However, by omitting our two Indiana counties, Metropolitan Chicago was at a disadvantage in comparison with the Los Angeles Area. Because of the insistence of our Research and Statistics Division, the official census report then was made on the true eight county "Standard Consolidated Area" as the area of Metropolitan Chicago.

**Q.** Why is the designation of eight counties as Metropolitan Chicago so important?

**A.** There are several reasons why Metropolitan Chicago should not be separated at the Illinois-Indiana state line. The most important is that the



Research and Statistics Division co-sponsored two-day training course in Quality Control with Chicago Section of American Society for Quality Control. Sessions were held in the University of Chicago Graduate School, downtown campus

eight county area is in fact an integrated single entity which is held tightly together with strong bonds of industry, transportation, distribution, finance, welfare and other socio-economic ties.

Another reason for considering the Illinois and Indiana sections of our metropolitan area as a whole is the practice of allocating national advertising budgets on the basis of relative totals of population, income, retail trade, and other vital statistics measured by the census within metropolitan areas. Thus, it is important for advertising media to have Metropolitan Chicago made as competitive as possible with other metropolitan centers. Metropolitan Chicago as an eight county area is especially important for obtaining the greatest amount of detail in preparing manufacturing statistics with what is known as the disclosure rule for the Census of Manufactures. This rule provides that the Census Bureau cannot reveal in statistics those facts or figures which will allow the operations of any one firm to be approximated. By giving first priority for disclosure to the eight county area, that area will have the finest detail which it is possible to obtain.

**Q.** What important surveys did your division make in 1960?

**A.** One of our most successful surveys in terms of the number of returns and press coverage was our inquiry into vacations of executives. This survey captured the attention of executives in Metropolitan Chicago and throughout the Nation. Another business outlook survey was carried out through member companies in November, and the results were published in the December issue of Commerce magazine. A questionnaire on time off for Christmas holidays was sent to the membership in November. Our division also made an extensive survey of import business throughout the year. The results of this major undertaking will be made available early in 1961.

**Q.** What are some of the other activities of your division?

**A.** Because of the importance of the St. Lawrence Seaway and Chicago's emergence as a world port, our division is compiling monthly reports on imports and exports, giving full details on tonnage, commodity classifications and world ports of origin or destination.

In 1960, our division, at the suggestion of the housing industry, laid the groundwork for a new program of collecting and publishing specialized statistics on a quarterly basis as a guide for the construction of new housing. There is a real need for current statistical data which will allow builders, financial agencies and suppliers to measure more accurately the housing market in Metropolitan Chicago.

**Q.** What are some of the division's major projects scheduled for 1961?

**A.** We will work with the Chicago Community Inventory of the University of Chicago in compiling the Chicago Community Area Fact Book for 1960.

Consideration is also being given to preparation of another report known as the Metropolitan Chicago Fact Book to serve as promotional material for selling the Chicago Area as the ideal location for industry.

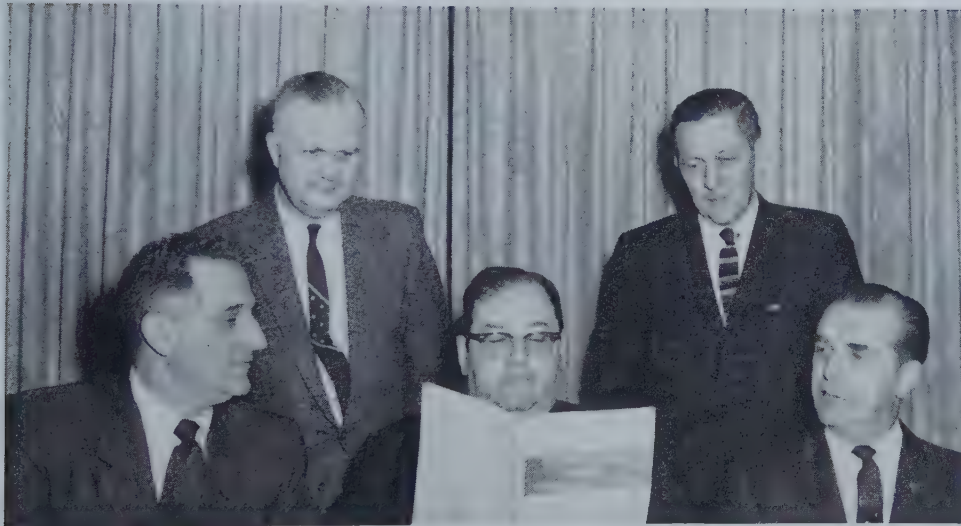
One of our most important surveys early in 1961 will be a study of manpower needs and resources to determine how sufficient the current labor market is in meeting industry demands.

**Research and Statistics Division  
Committees Pages 91-94**



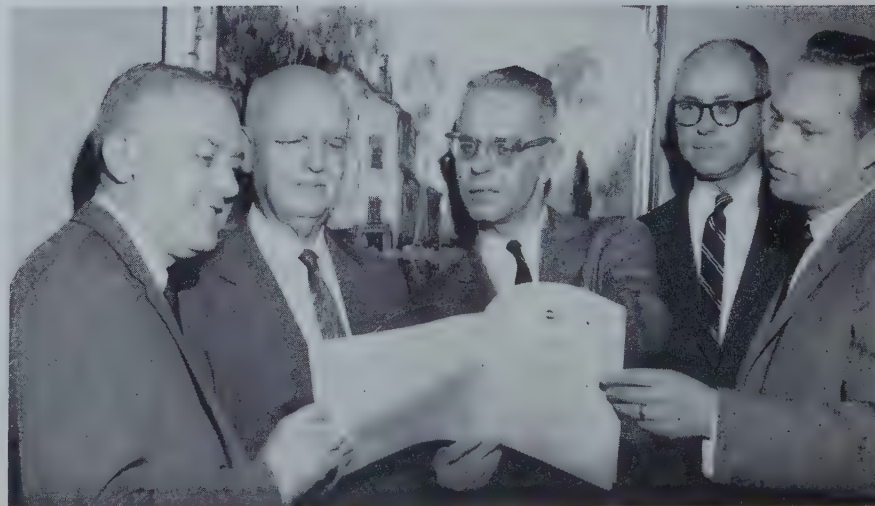
# RESEARCH AND STATISTICS DIVISION

7th Midwest Conference on Statistics for Decision found this group in informal discussion (l to r), Guenther Baumgart, President, American Home Laundry Manufacturer's Assn.; John K. Langum; I. M. LeBaron, Vice President for Research Engineering and Development, International Minerals & Chemical Corp.; Wesley D. Mitchell, Peoples Gas Light & Coke Co.; John Madigan, Chicago's American



At a meeting of the Research Clearing House Committee to devise system for reporting on housing statistics were: (l to r), William K. Wittausch, V.P. and Economic Advisor, First Federal Savings & Loan; Arnold C. Schumacher, Economist, Chicago Title & Trust Co.; Dr. Harold M. Mayer, Professor of Geography, University of Chicago; Kimball Hill, Kimball Hill & Assoc.; August H. Stoecker, Chairman, Stoecker & Assoc.

At a meeting called by the Association to develop uniform method for reporting waterborne foreign trade statistics were: (l to r), Milton Kaufman, Chief, Shipping and Foreign Aid Branch, U. S. Bureau of the Census; Oliver A. Reynolds, representing Cleveland Chamber of Commerce; Albert Ballert, Director Research, Great Lakes Commission, Ann Arbor; William B. Miller, Chairman, Association's Harbors & Waterways Committee; D. T. Weir, Comptroller, Toronto Harbor Commission



## Interview with **GEORGE L. IRVINE** Division Vice President

Regional Vice President  
General Electric Company





**Q.** Mr. Irvine, what was the most important development in transportation for the Chicago Area in 1960?

**A.** I am happy to report that there was not one, but rather a large number of significant transportation developments. All major forms of transportation — air, water, rail and highway — moved ahead in 1960. This is important because Chicago's distinctive position as the nation's center of distribution depends upon advancements in all forms of transportation. Distribution is the third largest item in the cost of doing business, and transportation costs within Metropolitan Chicago amount to an estimated 5½ billion dollars a year. To maintain Chicago's position as the world's largest transportation center requires the expansion of physical facilities of all types of carriers, as well as constant attention to changes in rates and services. That's why the Association's transportation division is so large and active. We have eight committees and 25 subcommittees with a membership of 619 persons representing carriers and transportation users. In 1960, we held 65 meetings which were attended by 1,254 persons.

**Q.** Let's take the major forms of transportation one at a time. What happened in 1960 in aviation?

**A.** Undoubtedly the most significant development here was the acceleration of work on O'Hare International Airport, which is destined to be the world's leading terminal in the modern age of jet aviation. Approximately 90 per cent of the 102 million dollar construction program for O'Hare now is under contract. Consideration also is being given to another bond issue for further improvements at O'Hare to meet the rapidly growing air transportation business. Already, there has been a tremendous increase in the passenger volume at O'Hare. The total of passengers departing and arriving at O'Hare in the twelve months ended September 30, 1960, amounted to 4,595,595 persons. This was nearly three times the total for the preceding 12 months. For many years, Midway has ranked as the world's busiest airport, but in all probability it will take second place to O'Hare in 1961.

**Q.** Because of its size, the completion of the O'Hare construction program would seem to solve

Chicago's aviation problems for years to come. Is this the case?

**A.** No, I don't believe the solution to that problem is that simple. The current O'Hare construction program will be completed in 1962, and whether this big airport will be sufficient to meet the future needs is a question to which serious consideration must be given. One major objective of our division now is to determine the need for a third major airport to meet the future requirements of air transportation. We also will continue to press for the creation of adequate secondary airports and heliports throughout Metropolitan Chicago. Secondary airports are especially important in view of the increase in air traffic by individual companies. You must remember, too, that the volume of air cargo handled at Chicago's three airports, including Meigs Field, is growing rapidly. In 1960, Chicago accounted for 14 per cent of all air cargo shipments originating in the United States.

**Q.** The opening of the St. Lawrence Seaway in 1959 made headlines around the world. What was done in 1960 to take advantage of that event and to speed Chicago's development as a world port?

**A.** Both the city government of Chicago and the Chicago Regional Port District are developing new port facilities. The city contracted for a second 4 million dollar improvement program at Navy Pier. This project, to be completed in 1961, will provide efficient facilities for docking four to five large ocean going vessels at that location. Other proposed facilities at the mouth of the Chicago river are being studied as further improvements. The Regional Port District completed plans and contractual arrangements for improvements at the Lake Calumet harbor totaling approximately 45 million dollars. This work will be well under way in 1961. There also are many other things being done to enhance Chicago's position as a major world port.

**Q.** What other action is being taken to improve Chicago's port facilities?

**A.** As one of many examples of our efforts, the Association's transportation division is promoting

the proposed deepening of the Calumet river and harbor to 27 feet, a depth comparable to that of the St. Lawrence Seaway.

We also need additional federal appropriations for the Calumet Sag Navigation Project, especially in relation to the construction of highway bridges. The Calumet river should be straightened and the railroad bridges rebuilt, all of which are necessary projects to reduce hazards and improve service between Lake Michigan and the Lake Calumet harbor. We also are urging Congress to approve the construction of duplicate locks on the Illinois Waterway.

**Q.** What about questions of transportation costs and rates in the development of Chicago's harbor?

**A.** This is an important and complex field with many facets which often involve other forms of



transportation. A legislative milestone was set in 1960 with the enactment of the federal Great Lakes Pilotage Act. This legislation, which we supported in testimony before Congressional committees, requires limited use of pilots in navigating restricted portions of the Great Lakes and the Seaway. It removes the jurisdiction of such matters from local and state governments, placing all regulations with the department of commerce and the Coast Guard. Pilots are not required in open waters on the Great Lakes. Failure to enact this type of regulation could have brought about conflicting state legislation, with resulting increases in transportation costs to midwestern shippers.

On the subject of rates, one of our main objectives is to make certain that export and import rates by highway and rail to and from the Port of Chicago are in accordance with a properly related competitive rate structure for the Atlantic and Gulf ports. Among many other activities, we were successful in 1960 in obtaining the elimination of discrimination against Chicago and in favor of Milwaukee, Manitowac and Green Bay brought by the railroads providing shipside delivery at the latter ports on export traffic without giving similar service in Chicago. We also successfully opposed an at-

tempt by several railroads to postpone an order of the Interstate Commerce Commission giving seven days free time for the loading and unloading of export and import traffic at the Port of Chicago.

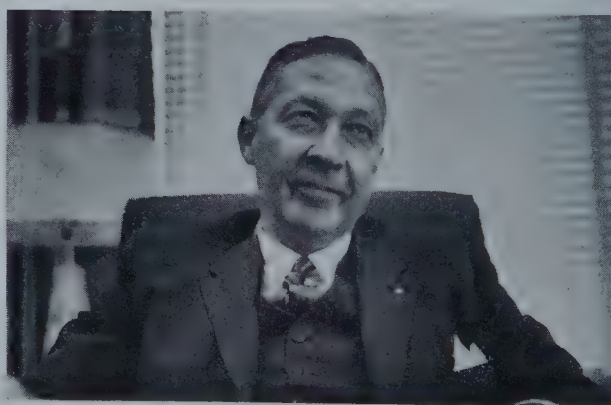
**Q.** What significant events occurred in 1960 in highway or truck transportation?

**A.** As a center of trucking, the Chicago area in 1960 gained eleven new motor carrier terminals built at a cost of approximately 5½ million dollars. In this field, too, we dealt with rate problems.

For example, we filed petitions with the Illinois Commerce Commission against proposed rates of motor carriers which would have discriminated against shippers and receivers of freight within the state of Illinois by giving preferential rates to interstate shippers and receivers. With the Interstate Commerce Commission, we filed a brief in defense of the motor carrier rate structure between Chicago and the Pacific and Intermountain territories. This rate structure was under attack by shippers in Minneapolis and St. Paul.

**Q.** What improvements were made in railroad transportation in 1960?

**A.** The nation's railroads spent a total of 952 million dollars for capital improvements, of which 641 million dollars went for new equipment such as locomotives and freight and passenger cars. No one knows the exact amount spent in Metropolitan Chicago, but the important fact is that this new equipment is available for use of Chicago shippers, receivers and travelers. It also is important to note that much of this equipment was manufactured in the Chicago Area.



**Q.** Some of this new equipment went for improving commuter service in the Chicago Area, did it not?

**A.** Yes, there was good news, for instance, for riders of the suburban trains of the Chicago and North Western Railway Company. This railroad



# TRANSPORTATION DIVISION



Viewing new water resources exhibit at Museum of Science and Industry (l to r); Maj. Gen. Keith R. Barney, Corps of Engineers; Paul W. Goodrich, Association President and Lenox Lohr, Museum President



W. W. Hugget (c), Pres. North Pier Terminal Co. accepts award from Frank F. Kolbe, Association General Secretary in recognition of service as Chairman, Harbors and Waterways Committee. W. B. Miller (r), is present Chairman



is carrying out a 40 million dollar modernization program for its commuter service. Prior to 1960, 48 new cars were delivered, and 86 new cars were delivered in 1960. A remaining 66 cars of a total order of 200 are to be delivered in the first half of 1961. The Milwaukee railroad also has announced a major modernization program for commuters, and has ordered 40 new double deck cars at a cost of seven million dollars.

**Q.** With transportation being tied so closely to the legislative and rate-making bodies, what do you anticipate in these fields in 1961?

**A.** Since enactment of the Transportation Act of 1958, the Interstate and Foreign Commerce Committee of the Senate has been engaged in a study of basic regulatory policies with regard to transportation agencies. Some of the important questions are need for regulation under present competitive conditions, promotional policies of the federal government, consolidations and mergers, user charges for facilities constructed by the government, and the effect of ownership of one form of transportation by another.

The Senate Committee is expected to make its report early in 1961, and the legislative proposals resulting from this committee's recommendations will be some of the most important subjects for consideration and action by the Association's transportation division.

Furthermore, the rate structure of the nation is undergoing radical changes. Experiments in new techniques in rate making are changing the relationships in the rate structure between communities and among several modes of transportation.

The new and growing "piggy back" method of hauling trailers on flat cars promises to become an important coordinating factor in the movement of goods by rail, motor carriers, and carriers by water. In the first 40 weeks of 1960, "piggy back" loadings increased 34.3 per cent over the comparable 1959 period, and 108.5 per cent over the corresponding 1958 period. Many important cases are pending before the Interstate Commerce Commission involving rates for "piggy back" service, train load rates, volume rates and agreed rates, the outcome of which will be of tremendous importance to all users of transportation service.

## Transportation Division Committees on Pages 95-103

Mayor Richard J. Daley and Association representatives present Chicago's flag to Capt. Eivind Otter, Master of M.S. Harpefjell, on the arrival of first ocean-going freighter to dock in Chicago, opening 1960 shipping season

Interview with **HAROLD D. ARNESON** Division Vice President  
President  
Abbott Laboratories International Company





I wish first to take this opportunity to pay a special tribute to Mr. Leslie H. Dreyer, whose death on November 4, 1960, was a great loss to Metropolitan Chicago. He was completing his second term as Vice President for World Trade of the Association to which he had brought leadership, wisdom, and a remarkable insight into world affairs as related to trade and commerce. Mr. Dreyer became a member of the Association's World Trade Committee in 1955, the same year he was named Vice President of the International Banking Department of the First National Bank of Chicago. In his service with the Association, he also was Chairman of the 22nd and 23rd Chicago World Trade Conferences. Mr. Dreyer was active in many other civic affairs. In Evanston, where he resided, he was serving as President of the Board of that suburb's high school. Among other activities, he was President of the Bankers Association for Foreign Trade. Mr. Dreyer's death has left a void in the ranks not only of our Association, but also the Chicago Area as a community. He contributed the utmost in public service.

**Q.** What was the Association's most important World Trade project in 1960?

**A.** It is impossible to single out one project as being the most important. There is, however, a new project announced late in the year that is especially significant. This is our new program to help create stronger economic ties between the United States, and Latin America and Canada. A highlight of this program will be the Association's sponsorship of an Inter-American Industries Conference July 24 through July 28, 1961, in connection with the Third World Marketing Conference, a feature of the 1961 Chicago International Trade Fair.

We do not discount in any way other markets such as those in Europe, Africa and Asia. Since the situation in Latin America is such that an improvement in U.S. relations with the countries to the South of us is vital, emphasis is being placed in 1961 on the Western Hemisphere.

**Q.** What progress has been made with the Association's OPERATION EXPORT program?

**A.** This program, inaugurated in January, 1960,

is a continuing project with a broadening realm of activities.

OPERATION EXPORT-CHICAGO, as it is known in full, was proved to be very forward looking last March when President Eisenhower announced the National Export Expansion Program designed to reduce or eliminate the adverse U.S. balance of payments position. A substantial increase in our exports is the positive approach to correct the problem. Among the other measures suggested to redress the balance of payments problem are the curtailing of U.S. private foreign investment, or the taxing of income from overseas subsidiaries before it is actually transferred in the way of dividends or royalty payments, and the restriction of business and tourist travel abroad. I do not think it advisable to adopt either of these measures.

Our OPERATION EXPORT program has the objective of expanding sales abroad of Made-in-Chicago products by firms presently exporting and getting more Chicago companies, especially the smaller ones, into the field. About five per cent of U.S. industry does business overseas either through direct exports or subsidiaries and branches. The objective of the Association is to try to interest those of the 95% which do no overseas business, which have suitable products, to get into world trade.

In my opinion, it is one of the most important programs our Association has ever undertaken, inasmuch as its desired effect is of international as well as local importance. Creating a greater volume of exports, and imports, through Chicago represents a big factor in strengthening our economy. A greater volume of exports and imports is the crux of our theme, "World Peace Through World Trade."

**Q.** What were some of the accomplishments in 1960 under the OPERATION EXPORT program?

**A.** One highlight occurred early in September at the Fall International Trade Fair in Vienna, Austria. For that fair, 55 Chicago companies and agencies joined with the Association in staging a special exhibit of "Made-in-Chicago" goods and services. It was the first exhibit ever to be presented in an overseas international trade fair by a chamber of commerce from the United States.

**Q.** There also was a special flight to Europe sponsored by the Association, was there not?

**A.** As participants in the first World Trade Mission sponsored by the Association, 80 Chicagoans, including press, radio and television representatives, were in Vienna for the opening of our Chicago World Trade Center. The Trade Mission members, during a 17-day air trip, also visited and conferred with government and business leaders in Frankfurt, Berlin, Rome, Milan, Paris and London.

**Q.** Is a World Trade Mission planned for 1961?

**A.** A trade mission tour of Latin American countries is planned for the spring as part of the new program to create greater trade ties south of the border. Throughout all of Latin America, hundreds of millions of dollars of U.S. aid funds, Inter-American Development Bank loans and private investment are going to be available for spending with manufacturers including those of the United States. Chicago is ideally equipped to supply most of the items needed for this tremendous program of capital expansion and public works.



**Q.** There is great interest throughout the Chicago area, as well as other parts of the country, in the St. Lawrence Seaway, which was opened in 1959. What was the experience with the Seaway in 1960?

**A.** Cargo tonnage through the St. Lawrence Seaway declined 1.3 per cent but prospects for a substantial increase in 1961 are good.

Exports from the Port of Chicago in 1960 increased 13.7 per cent, while imports for the year dropped 24.2 per cent. These figures do not include grain, which is only exported and which was less in 1960. A grain handlers strike was responsible for a substantial portion of this decrease. Total exports from Chicago in 1960, including grain, were three times greater than imports to Chicago in 1960. In 1959 total exports from Chicago were double the volume of imports.

In promoting direct overseas steamship service, the Association presented an award to the first ship arriving from an overseas port at the start of the 1960 navigation season. A list of Chicago-Overseas

Steamship Services published by the Association's World Trade and Transportation divisions for the 1960 season showed 37 steamship lines serving Chicago and calling at 84 ports. Coffee was brought to Chicago directly from Brazil for the first time in September, 1960, when the S. S. Mormacpride of the Moore-McCormack Lines, a new vessel constructed for Great Lakes-Seaway operation, made its first call here.

**Q.** What was the 1960 record of exports and imports?

**A.** Nationally, exports in 1960 will probably exceed \$19.5 billion compared with \$16.3 billion for 1959. Imports in 1960 were slightly lower than the high of \$15.2 billion in 1959, a little less than \$15 billion. Although some imports, primarily finished articles and component parts, compete directly with U. S. goods, the bulk of our purchases abroad consists of basic essential materials that are vitally important to our industry.

**Q.** What is ahead in 1961 for the World Trade Committee and Division?

**A.** We already have discussed two new important projects, the forth-coming Inter-American Industries Conference and OPERATION EXPORT-CHICAGO program emphasizing trade promotion in the Western Hemisphere. The 1961 Chicago International Trade Fair, which is discussed in another section of this report, will feature a U.S. Export Pavilion of American products in which the World Trade Division plays an important part — developing new markets for Chicago area business.

Virtually every facet of our division's operations has an increased work schedule for 1961. Because of the stepped up tempo, we increased our staff in 1960, one important addition being that of a World Trade Service Manager.

Our staff continues the especially important work of supplying Association members information and aid on how to develop markets for their products abroad, or locate goods to import for distribution here.

On March 6 and 7, we shall stage, with the International Trade Club of Chicago, the 24th Chicago World Trade Conference in the Palmer House. During the Trade Fair, July 25-August 10, we shall sponsor the third Chicago World Marketing Conference and the Inter-American Industries Conference as an important adjunct to that meeting.

The Division will carry forward a program of arranging numerous luncheons, receptions and business meetings so that visitors from other countries may confer with our business and industrial leaders and learn the importance of Chicago as a world trade and transportation center.

**World Trade Division  
Committees pages 104 - 111**



## WORLD TRADE DIVISION



Chicago's Operation Export receives praise of Erwin D. Canham (r), President of the United States Chamber of Commerce and editor of the Christian Science Monitor. Canham was keynote speaker at 23rd Chicago World Trade Conference. With him is Association President Paul W. Goodrich



Crowds thronged the Made in Chicago Exhibit at the Vienna International Trade Fair. Association recorded a "first" for an American chamber of commerce in sponsoring the big exhibit as part of its Operation Export



The Association-sponsored trade flight mission of Association members to Europe was another "first." Trade flight delegates visited principal European countries and leading trade fairs, conferred with foreign businessmen and government officials — and returned enthused over the prospects for selling more Chicago-made merchandise abroad



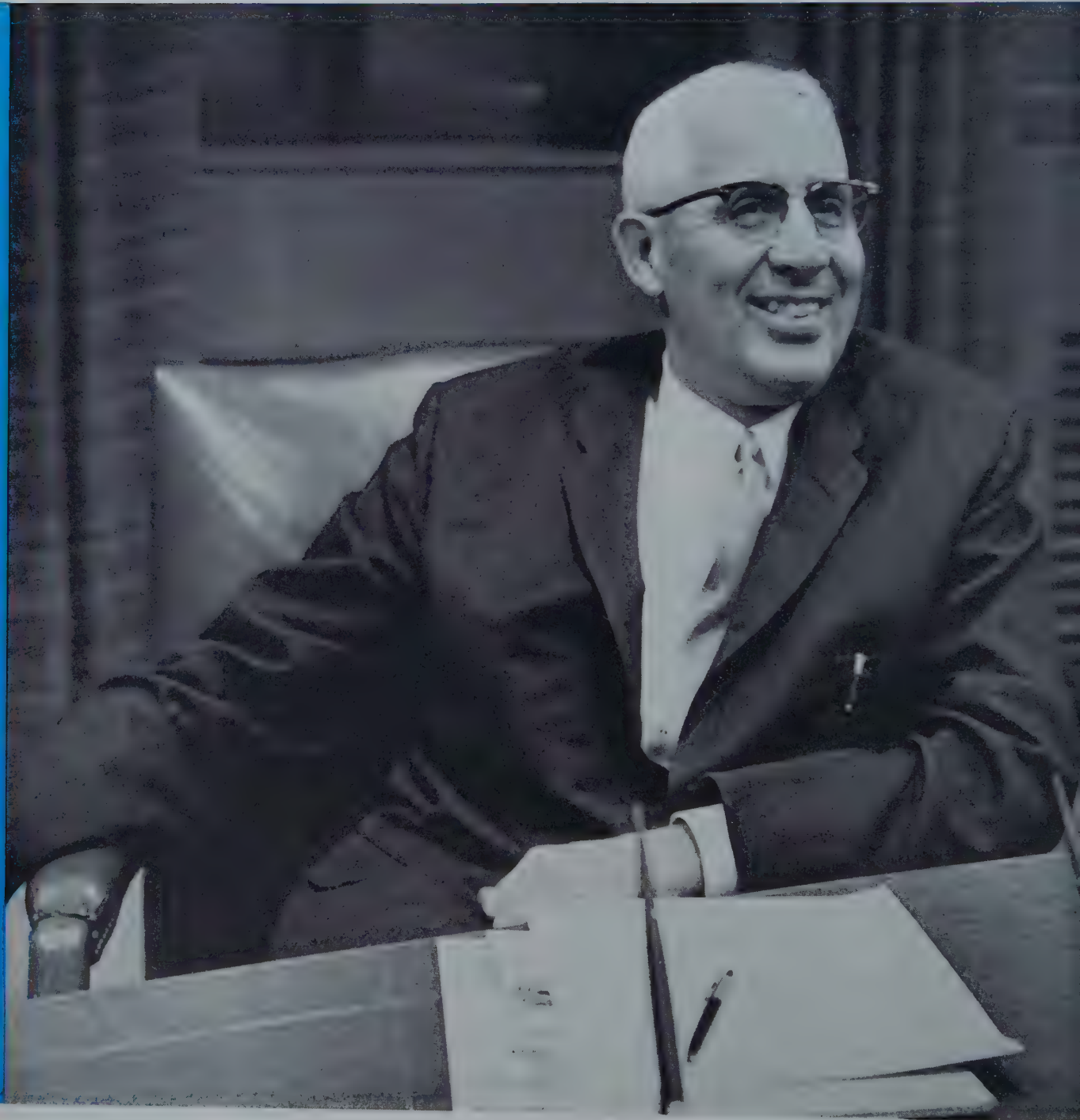
The Summit Conference sponsored by the Association in observance of the opening of Chicago's new exposition hall McCormick Place at 23rd street and the lakefront brought many of the world's leaders in business and government to the city for this outstanding event



(LEFT) At Department of Commerce film presentation "Exportunities" were these principals: (seated, l) H. D. Arneson, Vice President for World Trade; Anthony J. Buchar, Chief World Trade Section, Chicago Field Office USDC; (standing, l) Thomas H. Coulter and Charles A. Hofstetter, Export Manager, Ace Fastener Corporation, Chairman, Regional Export Expansion Committee. (RIGHT) Prominent among business and government world leaders at dinner dedicating McCormick place were: (l to r) James E. Rutherford, Vice President for Community Development; Sir William Garrett, Director, Monsanto Chemicals, Ltd., London, England and Thomas H. Coulter



Interview with **PAUL W. GOODRICH** Association President  
President  
Chicago Title and Trust Company





# CHICAGO INTERNATIONAL TRADE FAIR DIVISION

**Q.** Mr. Goodrich, what are the reasons for staging an International Trade Fair in Chicago?

**A.** The principal objective is to promote more trade between Chicago, the Midwest and the nations around the globe. Chicago, long a center of commerce, industry and transportation, now is becoming a greater world port for exports and imports as a result of the St. Lawrence Seaway. In addition to promoting more two-way trade, our Chicago International Trade Fair also has the objectives of promoting more international travel and tourism, of encouraging more investments and licensing and trade agreements by Americans in other countries, and creating international good will and understanding between Americans and the people of other countries through an interchange of products and ideas, culture and personal contact.

**Q.** Isn't it a bit strange, however, for the Association to sponsor a Trade Fair including imports in view of its basic concern for the welfare of business and industry within the Chicago Metropolitan Area?

**A.** Without really thinking about the problem, a person could draw that conclusion. But when you consider the situation fully, you realize that a greater volume of exports and imports for Chicago is actually in our own selfish interest. Nearly 45 per cent of the total export business of the United States is produced within a 300 mile radius of Chicago. Thus, if we in Mid-America are to continue to enjoy a strong and expanding economy we must import as well as export to provide other countries with the purchasing power to buy an increasing volume of exports from us. Presently we export much more than we import. Last year we exported four times as much through the St. Lawrence Seaway as we imported, and exports are growing more rapidly than imports.

**Q.** You obviously, then, consider the International Trade Fair to be an effective means for promoting both exports and imports?

**A.** Yes. In its first two years, 1959 and 1960, the Chicago International Trade Fair was very effective

in spotlighting the great trade potentials of Mid-America to the world. Representatives of the principal trading nations participating in the Fair have become much better acquainted with us, and this has created many new trade contacts and new export business. The first two years represented the development period of the Fair. With the plans we have made for 1961, the third annual Chicago International Trade Fair will be the largest and most comprehensive exhibition of its kind in the Western Hemisphere.

**Q.** What are your plans for the 1961 Chicago International Trade Fair?

**A.** First, let us set the stage. The big news is that the 1961 Fair will be held in McCormick Place, the magnificent new exhibition center on the lakefront. With its immense exhibition hall, an ultra-modern 5,000 seat theater, its air-conditioning and the excellent food service and other facilities, McCormick Place will be a wonderful setting for the Fair.

**Q.** What will be new about the operation of the Fair in McCormick Place?

**A.** There will be a number of policy changes. First, all products exhibited shall be displayed primarily for the convenience of trade and industrial buyers. Second, a large part of the Fair will be devoted to the export sales of American products.

**Q.** With the primary emphasis on selling to the trade or at the wholesale level, have any special plans been made to promote a large attendance of trade and industrial buyers?

**A.** The dates of the 1961 Fair were selected with this in mind. The Fair will be held July 25 through August 10. These dates are most attractive because they coincide with other scheduled trade shows which will attract 20,000 buyers to Chicago. These buyers can be expected to attend the Trade Fair also and thus will help to swell the Fair's total attendance of trade and industrial buyers. Incidentally every possible service and convenience will be provided these professional buyers. For their

convenience the first four days of the 1961 Fair will be given over exclusively to the trade and industrial buyers. And thereafter the morning hours of weekdays will be reserved exclusively for the professional buyers to provide time for completing negotiations and to give buyers in every category full opportunity to meet with exhibitors.



**Q.** At the Fairs in 1959 and 1960 the exhibits for the most part were presented by governments, manufacturers and trade organizations from overseas. How about greater participation in the 1961 Trade Fair by Chicago and other American manufacturers?

**A.** An enlarged exhibit area for American products is one of two new programs planned for the 1961 Fair. In recent years the Association has developed a new program known as "Operation Export-Chicago." The objective of this program is to encourage many more Chicago Area manufacturers to become active in world trade by establishing new outlets for their goods and products in other countries. At the 1961 Fair there will be a large Operation Export-Chicago exhibit area to focus world-wide attention on the great industrial supermarket represented by the manufacturing complex of Metropolitan Chicago. This American exhibit will point up the fact that everything needed for capital expansion, public works or consumer merchandising is available in the Chicago Area.

The individual exhibitors participating in the "Operation Export-Chicago" display will have an unusual opportunity to deal directly with government officials and businessmen from overseas—the men who can make the decisions that will help the Chicago manufacturer or businessman to create new export markets. Many of the Chicago companies also will be exploring patent, license and franchise agreements as well as opportunities for foreign investments, in their conferences with businessmen from overseas.

There were many distinguished visitors to the Fair. Visiting the National Pavilion of Greece to examine products shown was H. E. Alexis Liatis (3rd from l), Ambassador of Greece to the United States. Others, (l to r): Theodore P. Pyrlas, Commercial Attache of Greece, Washington; Vilas Johnson, Fair Director of Foreign Operations; Thomas H. Coulter and Chicago's Acting Consul General Stephanos G. Rocanas

**Q.** What else will be new in the program?

**A.** An all-out effort by the Association will be made to help develop closer economic ties and better understanding between the nations of the Western Hemisphere. As a new feature of the 1961 Fair and the annual Chicago World Marketing Conference, our Association will sponsor an Inter-American Industries Conference July 24 through July 28.

We expect to attract more than a thousand government officials and business representatives from Latin American countries and Canada to the Fair and the meetings. Incidentally, we also plan to promote an attendance of 500 to 1,000 buyers from Asia, Europe and Africa at the 1961 Fair. This program of promoting buyer attendance from other nations at the Chicago Fair has been enthusiastically endorsed by the Departments of State and Commerce and by the American Chambers of Commerce around the world. Through our efforts to attract buyers and visitors from all over the world to the Chicago Trade Fair, we hope to achieve our objective of not only greatly increasing exports from this area but also building the Fair into the largest annual trade event in the Western Hemisphere.



Richard J. Daley (center) Mayor of the City of Chicago and honorary chairman of the Fair visited the Fair on several occasions. Here, with Association President Paul W. Goodrich (l), he talks with R. Sase, Director of the Japanese National Pavilion





## CHICAGO INTERNATIONAL TRADE FAIR DIVISION



At ceremonies opening the 1960 Chicago International Trade Fair to the public for 11 days following five days of buyer attendance, those waiting for gates to open joined distinguished guests on the platform in presenting colorful picture to vast WGN-TV audience



The International Achievement Award for World Peace, 1960, was presented at the Fair to Juan Terry Trippe, President of Pan American World Airways (r) by the Association. Making presentation is Vilas Johnson, Fair's Director of Foreign Operations



Traffic stoppers at State and Randolph in the Loop were members of the Japanese National Dancers group who shopped State Street stores between shows in which they appeared at the Fair

Not only foreign buyers, but domestic buyers were impressed with the Fair's display of made in Chicago products. The public, too, thronged the display on the 11 days of public attendance



Chicago International  
Trade Fair Board of Directors  
and Officers Page 112



Interview with  
**WARREN A. LOGELIN** Chairman Public Relations Committee  
Vice President  
Fairbanks, Morse & Company





**Q.** Metropolitan Chicago businessmen were certainly in the news this past year, Mr. Logelin. Reporting the many and varied activities of such an active business community must be quite an assignment. Would you highlight those areas which you consider most important?

**A.** As an overall, brief progress report, the business community again added substantially to the economic, governmental and cultural growth of the Chicago Area.

**Q.** Is the Public Relations Division charged with informing the various news media of these activities?

**A.** Every phase of the Association's activities is reported to the press by our Division. We are in constant contact with our ten Divisions and fifty-three Committees including the Association's Board of Directors. From these groups emanates much of the business news reported in the press. During 1960, more than a million lines of news copy have been devoted to activities of the Association.

**Q.** Are your news contacts on a local basis only?

**A.** No. In addition to Chicago metropolitan daily newspapers, radio and TV news outlets, we contact all major news sources in the Midwest and other parts of the country. On many occasions, our work required contacts with overseas media.

**Q.** How do you disseminate Association news?

**A.** Every form of press contact is utilized. Last year, 316 news releases were processed by the staff which resulted in over 5,000 clippings from many major newspapers in the world. In addition, meetings are held with newsmen and facts are supplied daily through letters and calls.

**Q.** Your work includes other areas as well as direct news contact, does it not?

**A.** Our Division was responsible for much of the copy and all of the layouts for the 66 brochures and promotion pieces produced by the Association last year.

**Q.** What about Commerce Magazine?

**A.** Our Division supplied photographs for the Association section. In addition, we have worked closely with the Publications Division in producing this Annual Report.

**Q.** Is the Division also responsible for the attractive window displays?

**A.** Yes. This phase of our public relations program continues to grow and improve. Window displays are an excellent way to tell Metropolitan Chicago's story to the general public. During the past year commercial, industrial, civic, educational and welfare organizations have used the exhibit space which fronts on Dearborn street. Its advantages are being recognized by more and more member firms.

**Q.** This visual form of public information is indeed important. Do you use other methods?

**A.** Our Association film library and speakers bureau are also excellent means of telling the Chicago story to the public. The film library supplies motion pictures concerning the business community and the Chicago Area. These are instrumental in bringing visitors and conventioners into our city. Last year more than 600 showings were made to 100,000 persons. The Speakers Bureau schedules businessmen to speak before local and out-of-town groups. Division directors also tell the Association's story through up-to-date talks and discussions.

**Q.** Were the press relations of the 1960 Chicago International Trade Fair handled by this Division?

**A.** Yes, as was the case with the 1959 Trade Fair. We were gratified with the results and thankful for the support given us by the various news media. The objectives of the Trade Fair were achieved and the resulting international good will and understanding between the Chicago Area and the exhibiting nations will continue to grow through world trade and tourism. Chicago business has benefited in a substantial way with new export business generated by the Fair.

## Interview with GORDON EWEN Chairman Publications Committee

Manager of Press Relations  
Pure Oil Company





## PUBLICATIONS DIVISION

**Q.** Mr. Ewen, what are the publications for which the Division has responsibility?

**A.** There is Metropolitan Chicago's only general business magazine, *COMMERCE — CHICAGOLAND VOICE OF BUSINESS*, published monthly by the Association. Then there is the *CHICAGO BUYERS' GUIDE*, which will be issued for the 26th year next March. Another annual book, the *CHICAGO WORLD TRADE GUIDE* is just off the press. The 1960 *CHICAGO INTERNATIONAL TRADE FAIR OFFICIAL DIRECTORY* and the 1960 *CHICAGO INTERNATIONAL TRADE FAIR OFFICIAL SOUVENIR PROGRAM* were published in cooperation with the Trade Fair staff. Plans are under way for the 1961 Chicago International Trade Fair publications. The *PROCEEDINGS OF THE SECOND ANNUAL CHICAGO WORLD MARKETING CONFERENCE* were published in 1960 by the Division. In cooperation with the Public Relations Division, for the second consecutive year the Association's *CHICAGOLAND PROGRESS REPORT AND COMMITTEE DIRECTORY* is being published as an integral part of the February *COMMERCE*.

**Q.** Have such changes in the format and policy of *COMMERCE* been well received by the magazine's readers?

**A.** There are several ways of determining reader response. First, there is advertiser acceptance. The volume of advertising in *COMMERCE* continues to grow each year. This is true of the "regular" issues as well as the "special" issues such as the March edition, which annually reviews the business year in Metropolitan Chicago; the May edition with its special Architectural Award Section and the February edition with the Association's annual report and committee directory. Second, there are the many requests for reprints of specific articles and for additional copies of the magazine. Third, there are letters and telephone calls from readers. For example, last fall the magazine carried an article about garnishment. In the final few sentences, reference was made to a pamphlet on the subject published by the Governmental Affairs Division. Requests from *COMMERCE* readers quickly

exhausted the supply of pamphlets and it was necessary to have the paper reprinted. There are many similar "success" stories which could be told.

**Q.** Have there been other changes made in *COMMERCE* during the year?

**A.** Yes, among them was the inclusion in the magazine of a column of letters from readers; expanded photographic coverage not only in the Business Highlights department and in the Association's section but in illustration of principal articles; and more text and photographs about purely Chicago interests and personalities.

**Q.** The *CHICAGO BUYERS' GUIDE* is firmly established, is it not?

**A.** Yes, indeed. Annually some sixty thousand copies are received and kept on file by purchasing agents, government agencies and business organizations across the United States and overseas. There are more than 7,500 classifications in the guide listing more than 8,000 firms and their products or services.

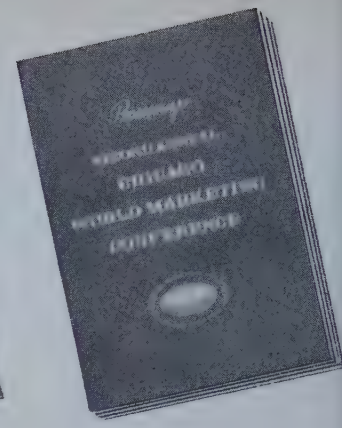
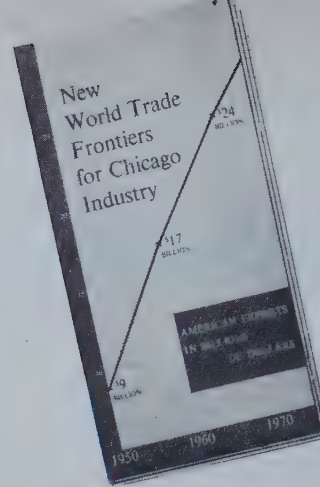
**Q.** What is the purpose of the new *WORLD TRADE GUIDE*?

**A.** The promotion of export and import business for Metropolitan Chicago companies, primarily. By telling the story of Chicago's many advantages as a world port, transportation and distribution center and listing the companies with products and services available, two-way world trade is promoted in the pages of the guide. Approximately 30,000 copies will be distributed to key people around the globe. It is yet too early to fully measure response—but initial comments, both foreign and domestic, indicate that this book fills a need in a highly satisfactory way.

### Public Relations and Publications

### Divisions Committees Pages 114-118

# TELLING THE CHICAGO STORY TO MILLIONS



After first few days of 1960 Chicago International Trade Fair, Public Relations staff abandoned idea of displaying newspaper clippings on huge bulletin board, so great was the response of Chicago's dailies to news-making Fair events



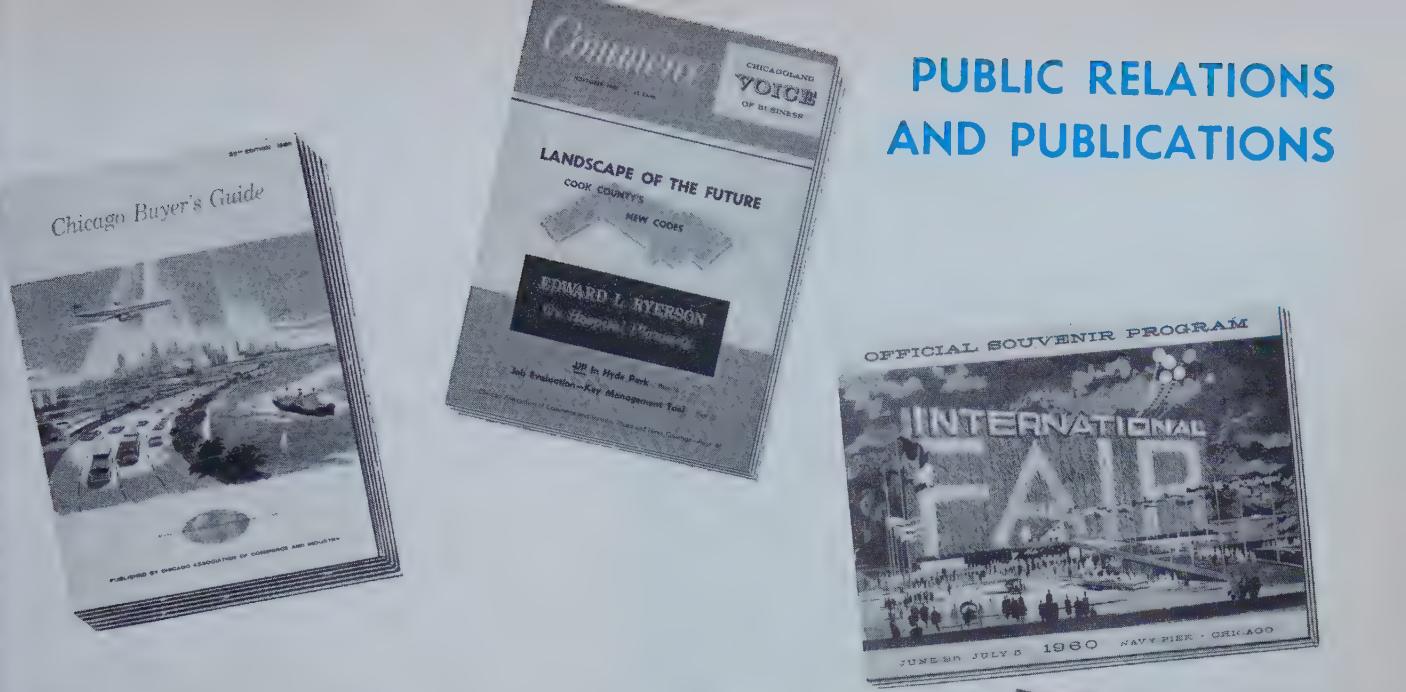
Voice of America personnel roved the 1960 Chicago International Trade Fair gathering interviews for broadcast overseas. Here, Secretary of Commerce Frederick H. Mueller tells foreign listeners about Chicago's big Fair

Television crews in Chicago are at home in the office of the Chief Executive Officer, Thomas H. Coulter, for the Association constantly makes news. Here Coulter announces to CBS-TV results of the Association's 1961 forecast survey

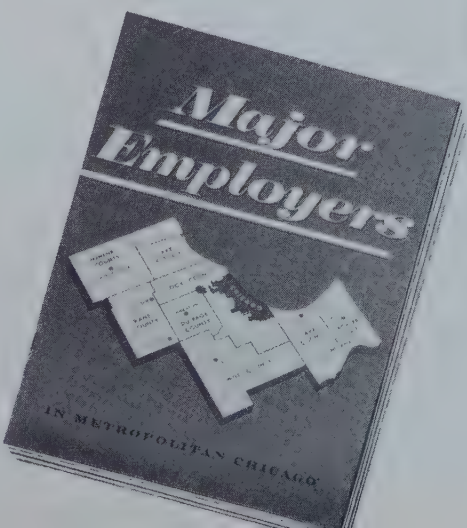
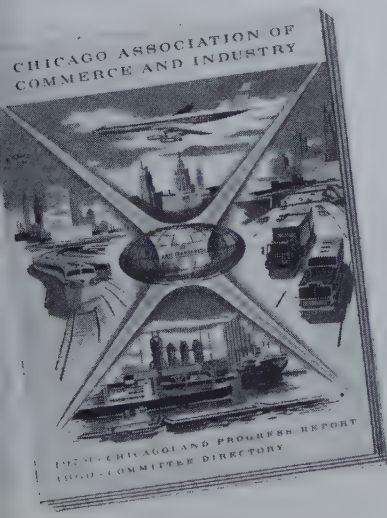
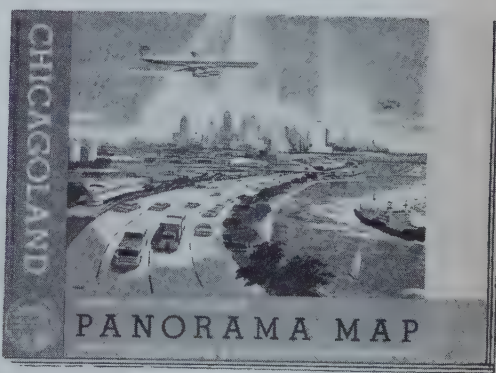
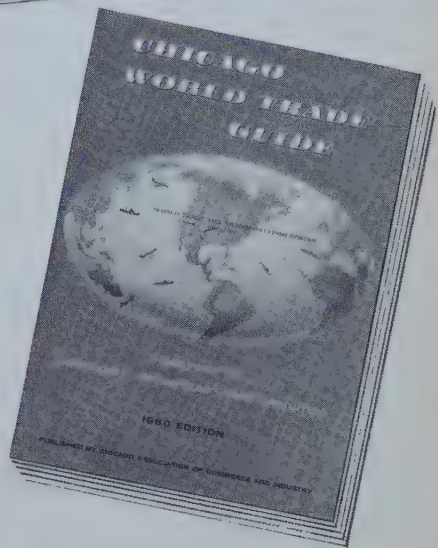




# PUBLIC RELATIONS AND PUBLICATIONS



Thousands of passersby at the Northeast corner of Monroe and Dearborn streets view the latest Association window displays. Featured are industrial and civic messages to the public-at-large from the business community







## THE ASSOCIATION'S HEADQUARTERS STAFF

*promotes the commercial and industrial growth of the Chicago area in many ways, and provides*

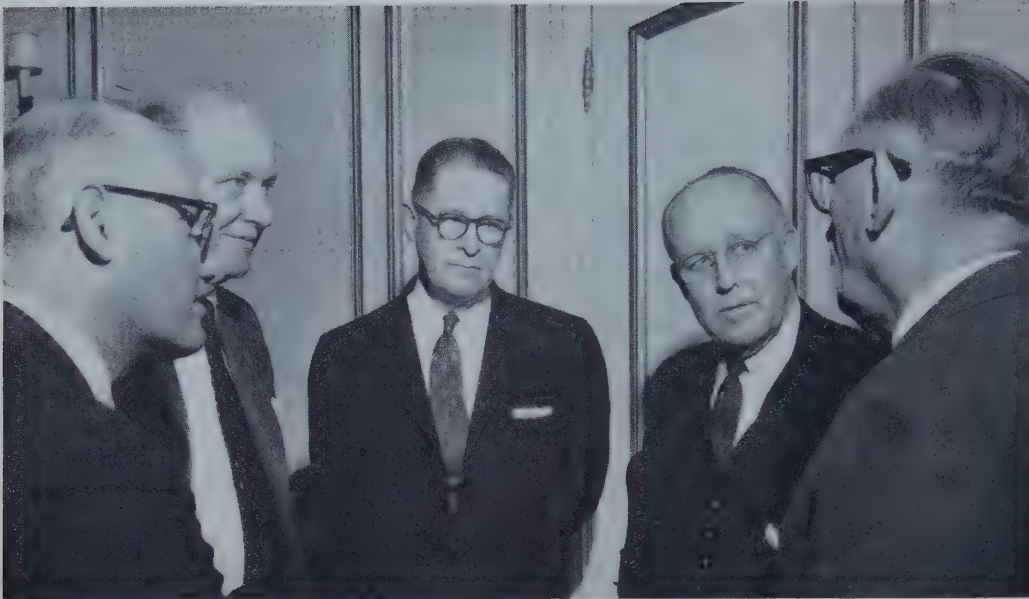
*service and information to members by telephone, letter or personal visit. Staff members will welcome your visit to the*

*Association offices on the first two floors of the Inland Steel Building, 30 West Monroe Street, Chicago 3, Illinois. Franklin 2-7700*



## COMMITTEES LISTED ALPHABETICALLY

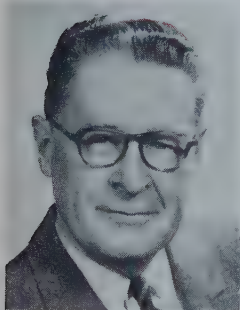
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Meeting informally prior to 1960 Annual Meeting were these Association officers and directors (l to r): Arthur C. Nielsen, Jr., Pres., A. C. Nielsen Co.; A. Pope Lancaster, V. P., Western Electric Co.; James E. Rutherford, V. P., Prudential Insurance Co.; John Madden, Pres., James B. Clow and Sons, Inc. and Frank F. Kolbe, Pres. United Electric Coal Companies

## Administrative Committees

### POLICY COMMITTEE 1961



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Vice President  
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Prudential Plaza (1)  
Whitehall 3-2800

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President  
Abbott Laboratories  
International Co.  
Merchandise Mart Plaza (54)  
DElaware 7-7821

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Chairman  
Inland Steel Company  
30 W. Monroe St. (3)  
FInancial 6-0300

**THOMAS H. COULTER**  
Chief Executive Officer  
Chicago Association of  
Commerce and Industry  
30 W. Monroe St. (3)  
FRanklin 2-7700

**G. H. DOVENMUEHLE**  
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Dovenmuehle, Inc.  
135 S. LaSalle St. (3)  
ANdover 3-2200

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Former President  
Retired, Commonwealth  
Edison Company  
72 W. Adams St. (90)  
RAndolph 6-1200

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Chicago Title & Trust Co.  
111 W. Washington St. (2)  
DEarborn 2-7700

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Administrative Vice President  
Jewel Tea Co.  
1995 W. North Avenue  
Melrose Park, Illinois  
AUstin 7-6600

**BEN W. HEINEMAN**  
Chairman  
Chicago & North Western  
Railway Co.  
400 W. Madison St. (6)  
DEarborn 2-2121

**GEORGE L. IRVINE**  
Regional Vice-President  
General Electric Co.  
840 S. Canal St. (80)  
WABash 2-5611

**FERD KRAMER**  
President  
Draper and Kramer  
30 W. Monroe St. (3)  
FInancial 6-8600

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President  
Business Economics, Inc.  
209 S. LaSalle St. (90)  
CEntral 6-5219

**ARTHUR T. LEONARD**  
President  
City Natl. Bk. & Trust Co.  
208 S. LaSalle St. (90)  
FRanklin 2-7400

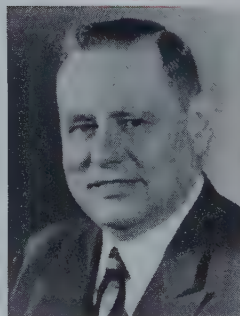
**EDWARD C. LOGELIN**  
Vice President  
United States Steel Corp.  
208 S. LaSalle St. (90)  
CEntral 6-9200

**PAUL C. RAYMOND**  
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American Natl. Bk. & Trust Co.  
33 N. LaSalle St. (2)  
FRanklin 2-9200

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Winston, Strawn, Smith  
& Patterson  
38 S. Dearborn St. (3)  
FInancial 6-3500

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Sears, Roebuck & Company  
925 S. Homan Ave. (7)  
KEystone 3-2500

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President  
Abbott Laboratories  
International Co.  
Merchandise Mart Plaza (54)  
DElaware 7-7821

**THOMAS G. AYERS**  
Vice President  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

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Chairman and President  
Montgomery Ward & Co.  
618 W. Chicago Ave. (11)  
SUperior 7-6200

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First Nat. Bank of Chicago  
38 S. Dearborn St. (90)  
FRanklin 2-6800

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Container Corp. of America  
38 S. Dearborn St. (3)  
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Allstate Insurance Company  
7447 Skokie Boulevard  
Skokie, Illinois  
COrnelia 7-7700

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Libby, McNeill & Libby  
200 S. Michigan Ave. (4)  
WABash 2-4250

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International Harvester Co.  
180 N. Michigan Ave. (1)  
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President  
Northern Illinois Gas Co.  
50 Fox St.  
Aurora, Illinois  
TWIN Oaks 7-4661

**THOMAS H. COULTER**  
Chief Executive Officer  
Chicago Association of  
Commerce and Industry  
30 W. Monroe St. (3)  
FRanklin 2-7700

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Underwood  
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RAndolph 6-9000

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Trust Co.  
208 S. LaSalle St. (4)  
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Midwest Stock Exchange  
120 S. LaSalle St. (3)  
FInancial 6-1111

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Dovenmuehle, Inc.  
135 S. LaSalle St. (3)  
ANdover 3-2200

**DONALD ERICKSON**  
Partner in charge of  
Chicago Office  
Arthur Andersen Co.  
120 S. LaSalle St. (3)  
FInancial 6-6262

**MYRON FOX**  
Chairman  
Bell Savings and Loan  
Association  
79 W. Monroe St. (3)  
FInancial 6-1000

**TRUMAN GIBSON, SR.**  
Chairman  
Supreme Liberty Life  
Insurance Company  
3501 S. South Parkway (15)  
KENwood 8-5100

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Goldblatt Brothers, Inc.  
133 S. State St. (4)  
WABash 2-9800

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Continental Illinois National  
Bank and Trust Company  
231 S. LaSalle St. (90)  
SState 2-9000

**ROBERT S. GUNNESS**  
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Standard Oil Company of  
Indiana  
910 S. Michigan Ave (5)  
HArrison 7-9200

**E. E. HARGRAVE**  
Administrative Vice President  
Jewel Tea Company  
1555 W. North Ave.  
Melrose Park, Illinois  
AUstin 7-6600

**HOMER HARGRAVE**  
Vice President  
Merrill Lynch, Pierce, Fenner  
& Smith, Inc.  
141 W. Jackson Blvd. (4)  
WABash 2-8950

**M. E. HOLT**  
President  
Interstate Dispatch, Inc.  
3636 S. Western Ave. (9)  
FRontier 6-4400

**BEN W. HEINEMAN**  
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Chicago & North Western  
Railway Co.  
400 W. Madison St. (6)  
DEarborn 2-2121

**ROBERT S. INGERSOLL**  
President  
Borg-Warner Corporation  
200 S. Michigan Ave. (4)  
WABash 2-7700

**GEORGE L. IRVINE**  
Regional Vice President  
General Electric Company  
840 S. Canal St. (80)  
WABash 2-5611

**PORTER JARVIS**  
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Swift & Company  
4115 S. Packers (9)  
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Johnson Publishing Co., Inc.  
1820 S. Michigan Ave. (16)  
CALumet 5-1000

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United Electric Coal  
Companies  
307 N. Michigan Ave. (1)  
CENTral 6-6580

**FRED KRAMER**  
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Draper and Kramer, Inc.  
30 W. Monroe St. (3)  
Financial 6-8600

**A. POPE LANCASTER**  
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Western Electric Company  
20 N. Wacker Dr. (6)  
STATE 2-0051

**JOHN K. LANGUM**  
President  
Business Economics, Inc.  
209 S. LaSalle St. (4)  
CENTral 6-5219

**HENRY W. LARGE**  
Vice President &  
Regional Mgr.  
Pennsylvania Railroad Co.  
516 W. Jackson Blvd. (6)  
CENTral 6-7200

**SIMEON E. LELAND**  
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Northwestern University  
Evanston, Illinois  
UNiversity 4-1900

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Automatic Electric Company  
Northlake, Illinois  
ESTebrook 9-4300

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Vice President  
L. J. Sheridan & Company  
111 W. Washington St. (2)  
RANDolph 6-7743

**JOHN H. LESLIE**  
President  
Signode Steel Strapping Co.  
2600 N. Western Ave. (47)  
ARmitage 6-8500

**J. C. LOFTIS**  
President  
Kraft Foods Company  
500 Peshtigo Court (90)  
WHITEhall 3-4700

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President  
James B. Clow and Sons, Inc.  
201 N. Talman (12)  
KEYstone 3-4040

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Chairman  
James S. Kemper & Company  
20 N. Wacker Dr. (6)  
Financial 6-5100

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Carson Pirie Scott & Company  
State & Madison Sts. (3)  
STATE 1-2000

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Vice President  
Oscar Mayer & Company  
1241 N. Sedgwick (10)  
MICHigan 2-1200

**REMICK McDOWELL**  
President  
Peoples Gas, Light &  
Coke Co.  
122 S. Michigan Ave. (3)  
431-4000

**HAROLD MEIDELL**  
President  
LaSalle National Bank  
135 S. LaSalle St. (3)  
STATE 2-5200

**J. E. MERRION**  
President  
J. E. Merrion & Co.  
2301 E. 95th St. (17)  
ESTebrook 5-3400

**R. E. MOORE**  
President  
Bell & Gossett Company  
8200 N. Austin  
Morton Grove, Illinois  
INdependence 3-4040

**CHARLES F. MURPHY**  
Partner  
Naess & Murphy  
80 E. Jackson Blvd. (4)  
HARRison 7-3456

**A. C. NIELSEN, JR.**  
President  
A. C. Nielsen Company  
2101 W. Howard St. (45)  
HOLlycourt 5-4400

**ARTHUR J. O'HARA**  
Vice President  
The Northern Trust Company  
50 S. LaSalle St. (90)  
Financial 6-5500

**DONALD O'TOOLE**  
President  
Pullman Trust & Savings Bank  
400 E. 111th St. (28)  
PULLman 5-1000

**W. A. PATTERSON**  
President  
United Air Lines, Inc.  
5959 S. Cicero Ave. (38)  
PORTsmouth 7-3300

**BERT R. PRALL**  
Dir. and Mbr., Finance Comm.  
Universal Oil Products Co.  
332 S. Michigan Ave. (3)  
HARRison 7-9690

**ROBERT F. QUAIN**  
V.P., Hilton Hotel Co.  
& Gen. Mgr., Conrad  
Hilton Hotel  
720 S. Michigan Ave. (5)  
WABash 2-4400

**C. B. RANDALL**  
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Natural Gas Pipeline Company  
of America  
122 S. Michigan Ave. (3)  
HARRison 7-0400

**PAUL C. RAYMOND**  
Vice President  
American National Bank and  
Trust Company  
33 N. LaSalle St. (2)  
FRanklin 2-9200

**CARROLL ROSEBERRY**  
Vice President  
Westinghouse Electric Co.  
Merchandise Mart Plaza (54)  
WHITEhall 4-3860

**ARTHUR RUBLOFF**  
Chairman  
Arthur Rubloff & Company  
100 W. Monroe St. (3)  
ANDover 3-5400

**A. NEWELL RUMPF**  
Vice President  
Harris Trust & Savings Bank  
111 W. Monroe St. (90)  
461-2777

**JAMES E. RUTHERFORD**  
Vice President  
Prudential Insurance Company  
Prudential Plaza (1)  
WHITEhall 3-2800

**HAROLD A. SMITH**  
Partner  
Winston, Strawn,  
Smith & Patterson  
38 S. Dearborn St. (3)  
Financial 6-3600

**JOHN F. SMITH, JR.**  
President  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**H. BOWEN STAIR**  
Vice President  
Illinois Bell Telephone Co.  
212 W. Washington St. (6)  
727-3021

**CLIFFORD L. STIVERS**  
Partner  
Stivers Office Service  
7 S. Dearborn St. (3)  
DEarborn 2-5210

**JAMES C. WORTHY**  
Vice President  
Sears, Roebuck and Company  
925 S. Homan Ave. (7)  
KEYstone 3-2500

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Chairman  
Vice-President  
Amer. Nat'l Bk. & Trust Co.  
33 N. LaSalle St. (2)  
FRanklin 2-9200

**W. G. OLSON**  
Vice Chairman  
Vice President  
Cont. Ill. Nat'l Bk. & Tr. Co.  
231 S. LaSalle St. (90)  
STATE 2-9000

**DAVID HIMMELBLAU**  
Partner  
David Himmelblau & Co.  
30 W. Monroe St. (3)  
CENTral 6-7825

**WALTER M. LECLEAR**  
Partner  
Scovell, Wellington Company  
105 W. Adams St. (3)  
HARRison 7-2838

**WILLIAM H. LOWE**  
Treasurer  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**C. H. MICHAEL**  
Vice-President  
Central Commercial Company  
332 S. Michigan Ave. (4)  
HARRison 7-1543

**A. NEWELL RUMPF**  
Vice-President  
Harris Trust & Savings Bank  
115 W. Monroe St. (3)  
461-2777

**CYRIL TALBOT**  
Partner  
Peat, Marwick, Mitchell & Co.  
10 S. LaSalle St. (2)  
Financial 6-7200

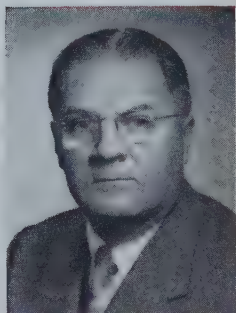
**HARRY L. WYLIE**  
Asst. Sec. Treas.  
The Pure Oil Co.  
200 E. Golf Rd.  
Palatine, Ill.  
LAWrence 9-7700

## FINANCIAL AND OFFICE MANAGEMENT DIVISION



**DEAN DREWRY**  
Controller  
30 W. Monroe St. (3)  
FRanklin 2-7700

## NOMINATING COMMITTEE 1961



**JOHN W. EVERS**  
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Retired.  
Former President  
Commonwealth Edison Co.  
72 W. Adams St.  
RANDolph 6-1200

**JOSEPH L. BLOCK**  
Chairman  
Inland Steel Company  
30 W. Monroe St.  
Financial 6-0300

**OSCAR G. MAYER**  
Chairman  
Oscar Mayer & Company  
1241 Sedgwick St.  
MICHigan 2-1200

**GEORGE L. IRVINE**  
Regional Vice President  
General Electric Company  
840 S. Canal St.  
WABash 2-5611

**MYRON FOX**  
Chairman  
Bell Savings and Loan  
Association  
79 W. Monroe St.  
Financial 6-1000



Air Force Secretary Dudley C. Sharp (center) speaks with Association Board Members A. Newell Rumpf (l), V.P. Harris Trust, and Herbert F. Lello, President, Automatic Electric Co. during National Military and Industrial Conference

# Commercial Development Committees



**VICE PRESIDENT  
FERD KRAMER**  
President  
Draper and Kramer, Inc.  
30 W. Monroe St. (3)  
Financial 6-8600



**DIVISION DIRECTOR  
PAUL W. KUNNING**  
30 West Monroe Street (3)  
FRanklin 2-7700

## AGRICULTURAL COUNCIL 1961



**MARVIN J. NICOL**  
Chairman  
Assistant General Manager  
National Safety Council  
425 N. Michigan Ave. (11)  
Whitehall 4-4800

**JOSEPH ACKERMAN**  
Managing Director  
Farm Foundation  
600 S. Michigan Ave. (5)  
Harrison 7-0170

**BERT J. ALDRICH**  
Butter Procurement Mgr.  
H. C. Christians Co.  
1325 W. 15th St. (8)  
Canal 6-7500

**K. H. ANDERSON**  
Assoc. Director  
National 4-H Service  
Committee, Inc.  
59 E. Van Buren St. (5)  
WABash 2-2180

**VERN ANDERSON**  
Adv. Dir. Prairie Farmer  
Wallace's Farmer  
Wisconsin Agriculturist  
1230 W. Washington Blvd. (7)  
MOnroe 6-9700

**RALPH N. BAKER**  
Branch Manager  
Cherry-Burrell Corp.  
822 W. Washington Blvd. (7)  
MOnroe 6-9170

**F. J. BARTER**  
Vice President  
The Borden Co.  
Chicago Central District  
1815 S. Kilbourn Ave. (23)  
CRawford 7-6400

**ERNEST T. BAUGHMAN**  
Vice Pres.  
Federal Res. Bank of Chicago  
230 S. La Salle St. (90)  
Harrison 7-2320

**ROBERT D. BELL**  
Sales Mgr., Commercial Div.  
The Creamery Package  
Mfg. Company  
1243 W. Washington Blvd. (7)  
HAYmarket 1-4222

**CHUCK BILL**  
Farm Program Director  
Station WLS  
1230 W. Washington St. (7)  
MOnroe 6-9700

**GEORGE A. BRAY**  
Gen'l Per. Supvr. and Sec'y  
of the Empl. Benefit Comm.  
Illinois Bell Telephone Co.  
212 W. Washington St. (6)  
727-4304

**JAMES L. BRAZEE**  
Vice President  
The Creamery Package  
Mfg. Company  
1243 W. Washington Blvd. (7)  
HAYmarket 1-4222

**W. G. BROOKMAN**  
Adv. Mgr.  
Prairie Farmer  
1230 W. Washington Blvd. (7)  
MOnroe 6-9700

**G. K. BURROWS**  
Special Representative  
John Nuveen & Co.  
135 S. LaSalle St. (3)  
Financial 6-2500

**H. F. CARROLL**  
Manager  
Farm Equipment Buying Office  
Montgomery Ward & Company  
619 W. Chicago Ave. (7)  
SUPERior 7-6200

**MYRON W. CLARK**  
Membership Director  
American Dairy Assn.  
20 N. Wacker Drive (6)  
STate 2-4916

**MAYNARD COE**  
Director Farm Safety  
National Safety Council  
425 N. Michigan Ave. (11)  
Whitehall 4-4800

**WARREN E. COLLINS**  
American Farm Bureau Fed.  
2300 Merchandise Mart (54)  
MICHigan 2-1280

**C. D. COOK**  
Gen'l Live Stock Agent  
C. & N. W. Ry.  
211 Exch. Bldg., U.S. Yds. (9)  
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Making awards of trips to Chicago to 4H winners: (back row, l to r) N. C. Mindrum, Director, National 4H Service Committee; Marvin C. Nicol, Chairman CACI Agricultural Council; Arlene Wolfgram, Chairman, Home Economics 4H Program of Illinois; Richard O. Lyon, Coordinator, 4H Program, U of I and (seated, l to r): Ray Ropp, Normal, Ill., winner of trip; Larry C. Schumaker, Chairman, Illinois Committee which pays for awards and Anne Akin, St. Francisville, Ill., trip winner



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Examining scale model of McCormick Place at 1960 Chicago International Trade Fair in bank exhibit are: (l to r) Donald M. Graham, v. chairman, board of directors, Continental Illinois National Bank and Trust Company, Tilden Cummings, Continental president, and Sec. of Commerce Frederick H. Mueller



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General Manager  
The Merchandise Mart  
Merchandise Mart Plaza (54)  
WHitehall 4-4141

**ROBERT S. OTTO**

President  
Office Furniture Clearing  
House, Inc.  
236 W. Lake St. (6)  
DEarborn 2-3456

**STERLING E. PEACOCK**

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N. W. Ayer & Son, Inc.  
135 S. LaSalle St. (3)  
ANdover 3-7111

**ROOSEVELT PHILLIPS**

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Roosevelt Phillips Service  
Stations, Inc.  
5100 S. Michigan Ave. (15)  
OAKland 4-2784

**L. E. PIERRON**

Commercial Manager  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

**GUS RANIERI**

Treasurer  
E. Ranieri & Sons  
Plumbing & Heating, Inc.  
825 S. Cicero Ave. (44)  
Columbus 1-3339, 3340

**T. R. RATHSLAG**

Sales Manager  
Duro Decal Co., Inc.  
1832 W. Juneway Terrace (26)  
SHEldrake 3-3430

**SAM R. REIB**

Vice President  
Reib & Reib, Inc.  
141 W. Jackson Blvd. (4)  
WEbster 9-2442



Ferd Kramer, Vice President for Commercial Development, examines one of posters in a series published by various airlines serving Chicago to promote more travel and tourism to the city from various parts of the country

**JOSEPH A. REICHMAN**

Owner  
Joseph A. Reichman  
29 E. Madison St. (2)  
DEarborn 2-1466

**THOMAS J. REYNOLDS**

Marketing Manager  
J. J. Hackett & Co.  
2001 S. Calumet Ave. (16)  
DANube 6-5514

**H. DEAN ROBINSON**

President  
General Graphics Corp.  
322 W. Washington St. (6)  
CEntral 6-4447

**EDWIN H. ROPER**

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Bentson Mfg. Co.  
652 N. Highland Ave.  
Au-ro-a, Ill.  
TWinoaks 7-9237

**MEYER RUBY**

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The Ruby Co.  
3192 N. Milwaukee Ave. (18)  
SPring 7-5198

**JACK RUSSELL**

President  
Jack Russell & Associates  
203 N. Wabash Ave. (1)  
SState 2-2818

**ROY G. RYLANDER**

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The Rylander Co.  
216 W. Jackson Blvd. (6)  
RAndolph 6-4760

**N. SANDALOW**

President  
Riverside Mfg. Co.  
456 N. Parkside Ave. (44)  
EStebrook 8-2121

**CHARLES SCHNEIDER**

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Schneider, Battinus &  
Simon, Inc.  
323 W. Adams St. (6)  
FRanklin 2-1508

**GUS SCHREIBER**

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Associated Foods  
907 S. Kedzie Ave. (12)  
NEvada 8-2317

**KENNETH SCHUHAM**

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Schuham Hardware Co., Inc.  
3401 W. Chicago Ave. (51)  
NEvada 8-8216

**DONALD W. SHARP**

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Sharp & Oughton  
510 Green Bay Road  
Kenilworth, Ill.  
ALPine 6-1500

**CHAS. B. SHEEHAN, JR.**

Jas. D. Ahern Co.  
3257 S. Harding Ave. (23)  
CLiffside 4-0717

**JOSEPH D. SHELLY**

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111 W. Washington St. (2)  
DEarborn 2-7700

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111 W. Washington St. (2)  
RAndolph 6-7743

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Paul D. Shlensky & Assoc.  
100 N. LaSalle St. (2)  
Room 1616  
CEntral 6-8980

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4939 N. Elston Ave. (30)  
AVenue 3-7917

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2241 Noyes Court  
Evanston, Ill.  
BRoadway 3-2211

**LEW SNIATYNSKY**

Reliable Office Machines  
8830 S. Ashland Ave. (20)  
BEverly 3-5575

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1147 W. Jackson Blvd. (7)  
MOnroe 6-5200

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3401 W. 47th St. (32)  
FRontier 6-8800

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Building Managers' Assn.  
of Chicago  
38 S. Dearborn St. (3)  
CEntral 6-5237

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Patrick Stevens Famous  
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ANdover 3-4510

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104 S. Michigan Ave. (3)  
FInancial 6-6100

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International Industrial  
Engineering Association, Inc.  
30 W. Monroe (3)  
CEntral 6-3366

**GEORGE W. SWANSON**

Exec. Vice Pres.  
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33 N. Wabash Ave. (2)  
FInancial 6-1674

**S. J. TAYLOR**

President  
Main State Bank  
Milwaukee & Armitage (47)  
BRunswick 8-6800



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Elgin, Ill.  
MAnsfield 6-3811

**WILLIAM D. THOMAS**  
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Mid-America Distributors  
6030 N. Sheridan Rd. (40)  
LONgbeach 1-1969

**S. R. THOMPSON**  
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Thompson Refrigeration  
613 W. Washington Blvd. (6)  
RANdolph 6-9639

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Wieboldt Stores, Inc.  
One North State St. (2)  
SState 2-1500

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Vice President  
Main State Bank  
1965 N. Milwaukee Ave. (47)  
BRUNswick 8-6800

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President  
Osborne-Tuttle, Inc.  
200 E. Ohio St. (11)  
DElaware 7-0377

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Instant Duplicating  
81 W. Van Buren St. (5)  
WEbster 9-0691

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Associated Loan Counsellors  
221 N. LaSalle St. (1)  
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Construction Co.  
4907 W. Chicago Ave. (51)  
ESTebrook 9-2482

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Vernon S. Weiler Advertising  
664 N. Michigan Ave. (11)  
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2353 W. Harrison St. (12)  
CHesapeake 3-1121

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111 W. Washington St. (2)  
RANdolph 6-7744

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Stephens-Adamson Mfg. Co.  
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TWinoaks 2-4311

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Vice President  
Lemont Chamber of Commerce  
Box 83  
Lemont, Ill.  
CLearwater 7-2288

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Alton Box Board Co.  
Container Div.  
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PORTsmouth 7-3400

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American Driving School  
System, Inc.  
7020 N. Western Ave. (45)  
LONgbeach 1-7989

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Santa Fe Railway Co.  
80 E. Jackson Blvd. (4)  
HARRison 7-4900

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Chicago Historical Society  
Clark St. & North Ave. (14)  
MICHigan 2-4600

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Public Relations Counsel  
Museum of Science & Industry  
57th St. & S. Lake Shore (37)  
MUseum 4-1414

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Continental Air Lines, Inc.  
61 E. Monroe St. (3)  
ANDover 3-4277

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Quality House  
210 W. Madison St. (6)  
SState 2-1166

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Canadian National Railways  
105 W. Adams St. (3)  
RANdolph 6-5465

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Burlington Railroad  
101 W. Adams St. (5)  
WABash 2-2345

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66 E. South Water St. (1)  
FRanklin 2-1818

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Chicago Tribune  
435 N. Michigan Ave. (11)  
SUperior 7-0100, Ext. 366

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Assistant to Vice President  
Peoples Gas Light & Coke Co.  
122 S. Michigan Ave. (3)  
431-4000

**F. D. CLOUSE**  
General Agent, Pass. Dept.  
Chicago, Burlington  
& Quincy Railroad Co.  
105 W. Adams St. (3)  
WABash 2-2345

**CHARLES L. DEARING**  
Executive Director  
Illinois State Toll Highway  
Commission  
22nd St. & Midwest Rd.  
Hinsdale, Ill.  
BISHop 2-3620

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President  
Chicago Gray Line, Inc.  
10 N. LaSalle St. (2)  
SEeley 8-2900

**JAMES de REVERE**  
District Sales Mgr.  
Trans World Airlines  
37 S. Wabash Ave. (3)  
DEarborn 2-7666

**ALLAN M. DEXTER**  
Eastern Air Lines  
19th Floor  
Merchandise Mart Plaza (54)  
WHITEhall 3-2970

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119 S. State St. (3)  
RANdolph 6-0196

**JOHN M. DUFFIELD**  
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Inc.  
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RANdolph 6-9770

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American Sightseeing Tours  
Chicago Sightseeing Co., Inc.  
520 S. Michigan Ave. (5)  
HARRison 7-3100

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Zone Sales Manager  
American Airlines  
Prudential Plaza (1)  
FRanklin 2-7242

**JOSEPH J. FINN**  
Vice President  
Reincke, Meyer & Finn, Inc.  
520 N. Michigan Ave. (11)  
WHITEhall 4-7440

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Executive Director  
Greater N. Michigan Ave. Assn.  
664 N. Michigan Ave. (11)  
MICHigan 2-3570

**WILLIAM F. FOX**  
Assistant V.P.  
American Express Co.  
18 S. Michigan Ave. (3)  
FRanklin 2-6565

**WALTER A. FRUEHAUF**  
President  
Globe Travel Service, Inc.  
127 N. Dearborn St. (2)  
DEarborn 2-0090

**CHARLES W. GANSZ**  
Reg. Pub. Rel. Mgr.  
Standard Oil Co. (Ind.)  
20 N. Wacker Drive (6)  
ANDover 3-2345

**J. CHARLES GILBERT**  
Managing Director  
Civic Opera House  
20 N. Wacker Drive (6)  
FInancial 6-0270

**W. R. GODLEY**  
General Pass. Agent  
Gulf, Mobile & Ohio RR.  
517 W. Adams St. (6)  
DEarborn 2-2177

**E. J. GOEBEL**  
President  
Chicago, Duluth & Georgian  
Bay Transit Co.  
118 W. Monroe St. (3)  
RANdolph 6-2960

**FREMONT GORDON**  
Alex Gordon, Inc.  
112 South Water Market (8)  
MONroe 6-1860

**COL. C. C. GREGG**  
Director  
Chicago Nat. History Museum  
Roosevelt Rd. and  
Lake Shore Drive (5)  
WABash 2-9410

**MICHAEL GRIVAS**  
President  
M. G. Design Associates  
1531 W. Touhy Ave. (26)  
HOLlycourt 5-6441

**JAMES G. HANLON**  
Director of Pub. Rel.  
W. G. N., Inc.  
441 N. Michigan Ave. (11)  
MICHigan 2-7600

**WM. E. HAYES**  
Exec. Asst. to the Pres.  
Chicago, Rock Island &  
Pacific R.R.  
139 W. Van Buren St. (5)  
WABash 2-3200, Ext. 377

**W. J. HEERMAN**  
Northwestern Traffic Mgr.  
Wabash Railroad  
327 S. LaSalle St. (4)  
WABash 2-7420

**VERNON HERNDON**  
Vice President  
Hilton Hotels Corp.  
General Manager  
Palmer House  
State & Monroe Sts. (3)  
RANdolph 6-7500

**EUGENE P. HEYTOW**  
Secretary-Treasurer  
Aristocrat Inns of America  
5600 N. Lincoln Ave. (45)  
LONgbeach 1-7777

**LEONARD HICKS**  
Vice Pres. and Gen. Mgr.  
Congress Hotel  
520 S. Michigan Ave. (5)  
HARRison 7-3800



Enjoying view of McCormick Place formal gardens during dedication ceremonies (l to r): Robert S. Cushman, Partner, MacLeish, Spray, Price & Underwood; Arthur H. Motley, President, U. S. Chamber of Commerce; W. D. Maxwell, Editor, Chicago Tribune; and Warren W. Brown, Asst. V.P., Western Pacific Railroad



**MARCUS W. HINSON**  
Exposition Mgr. & Consultant  
19 S. LaSalle St. (3)  
State 2-6337

**R. T. HOLDEN**  
District Manager  
Japan Air Lines Co., Ltd.  
60 E. Monroe St. (3)  
ANdover 3-1384

**WM. B. HORSTMAN**  
General Manager  
Bismarck Hotel  
171 W. Randolph St. (2)  
CEntral 6-0123

**BERNARD HOWARD**  
President and Exec. Producer  
Academy Film Productions,  
Inc.  
123 W. Chestnut St. (10)  
Michigan 2-5877

**MRS. SYLVIA JEFFREYS**  
President  
Helpmate, Inc.  
8 S. Michigan Ave. (3)  
FRanklin 2-6875

**ROBERT B. JOHNSON**  
Managing Director  
State Street Council  
36 S. State St. (3)  
State 2-9160

**ROBERT I. JOHNSON**  
Director  
Adler Planetarium  
Roosevelt Rd and  
The Lake (5)  
WABash 2-1428

**BEN KALLIS**  
President  
Rochelle's, Inc.  
412 N. Orleans St. (10)  
WHitehall 4-2236

**THOMAS KING**  
Dir. of Adv. Sales Prom.  
The Merchandise Mart  
Merchandise Mart Plaza (54)  
WHitehall 4-4141

**EDWARD J. LEE**  
Gen'l Manager  
McCormick Place  
23rd St. & S. Lake Shore  
Drive (16)  
225-4350

**CLARENCE B. LeMAR**  
LeMar Flowers  
135 S. LaSalle St. (3)  
RANdolph 6-3357

**DAVID LINDSEY**  
Product Promotion Manager  
Chicago Sun-Times &  
Daily News  
401 N. Wabash Ave. (11)  
WHitehall 3-3000

**A. V. MARXEN**  
President  
Vogue Travel Service, Inc.  
209 S. LaSalle St. (4)  
RANdolph 6-2208

**KENNETH T. McDERMOTT**  
District Pass. Agent  
Illinois Central RR.  
208 S. LaSalle St. (4)  
RANdolph 6-9530

**JOHN F. McKERR**  
General Manager  
Chicago Board of Trade  
Observatory  
141 W. Jackson Blvd. (4)  
WEbster 9-9860

**L. G. McSTEEN**  
District Pass. Agent  
Pennsylvania Railroad  
16 S. LaSalle St. (3)  
CEntral 6-7200

**PAT MILLER**  
General Manager  
Villa Moderne Motor Hotel  
111 Skokie Blvd.  
Northbrook, Ill.  
BRoadway 3-3366

**J. H. MOXLEY, JR.**  
Asst. Gen. Pass. Agent  
Baltimore & Ohio RR  
Grand Central Station (7)  
WABash 2-2211

**DALE O'BRIEN**  
President  
Mayer and O'Brien, Inc.  
333 N. Michigan Ave. (1)  
Financial 6-9511

**W. J. PEAK**  
Asst. Vice President  
Illinois Bell Telephone Co.  
212 W. Washington St. (6)  
727-3064

**JOHN T. PIRIE, JR.**  
Chairman  
Carson Pirie Scott & Co.  
1 S. State St. (3)  
State 1-2000

**ROBERT F. QUAIN**  
General Manager  
Conrad Hilton Hotel  
Vice Pres., Hilton Hotels Corp.  
720 S. Michigan Ave. (5)  
WABash 2-4400

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General Manager  
Executive House  
71 E. Wacker Drive (1)  
Financial 6-7100

**JOHN R. RAYMOND**  
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Jackson Raymond Co.  
676 N. Dearborn St. (10)  
WHitehall 4-2212

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General Manager  
Shubert Chicago Theatres  
22 W. Monroe St. (3)  
RANdolph 6-9680

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Vice President—Pass. Sales  
Greyhound Corp.  
140 S. Dearborn St. (3)  
Financial 6-7560

**M. B. ROTMAN**  
President  
Harshe-Rotman, Inc.  
108 N. State St. (2)  
Financial 6-6868

**CHARLES M. RUCKER**  
Area Manager  
Ozark Air Lines, Inc.  
Midway Airport  
5700 S. Cicero Ave. (38)  
LUDlow 5-1936

**A. M. RUNG**  
Director of Public Relations  
C. B. & Q. Railroad Co.  
547 W. Jackson Blvd. (6)  
WABash 2-2345

**G. A. SCHALL**  
General Manager  
Shore Drive Motel  
56th St. & S. Shore Dr. (37)  
Midway 3-2300

**L. E. SCHOENBRUNN**  
General Manager  
The Drake Hotel  
Lake Shore Dr. &  
Michigan Ave. (11)  
Superior 7-2200

**ELENA GOULD SCHORR**  
Sutherland Hotel  
4659 S. Drexel Blvd. (53)  
ATlantic 5-2100

**TED SHERWOOD**  
Sales Manager  
Kelly Girl Service, Inc.  
30 W. Washington St. (2)  
RANdolph 6-1420

**GEORGE SIMS**  
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Chicago Motor Club  
66 E. South Water St. (1)  
FRanklin 2-1818

**GEORGE O. STAYMAN**  
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Delta Airlines, Inc.  
67 E. Monroe St. (3)  
Financial 6-5344

**ALLAN STUBBINS**  
General Manager  
LaSalle Hotel  
10 N. LaSalle St. (2)  
FRanklin 2-0700

**EDWARD P. SUTORIUS**  
Director of Sales  
3-Dimensions  
4132 W. Belmont Ave. (41)  
Avenue 6-7501

**GEORGE W. SWANSON**  
Exec. Vice Pres.  
Wabash Avenue Assn., Inc.  
33 N. Wabash Ave. (2)  
Financial 6-1674

**M. E. THAYER**  
Manager  
International Amphitheatre  
Union Stock Yards (9)  
YARDS 7-5580

**JOHN V. THOREN**  
Convention Representative  
Capital Airlines, Inc.  
29 E. Madison St. (2)  
State 2-9313

**PETER H. TUCKER, JR.**  
Glassman & Co., Inc.  
193 South Water Market (8)  
HAYmarket 1-1440

**R. L. VANDERSLICE**  
Executive Director  
Chicago Residential Hotel Assn.  
35 E. Wacker Drive (1)  
DEarborn 2-2332

**GEORGE B. VIDAL**  
National Publicity Director  
Sears, Roebuck and Co.  
925 S. Homan Ave. (7)  
KEystone 3-2500, Ext. 679

**HOWARD WALLACH**  
General Manager  
Webster Hotel and Ohio  
House Motel, French Village  
2150 N. Lincoln Park West (14)  
DIVERsey 8-6800

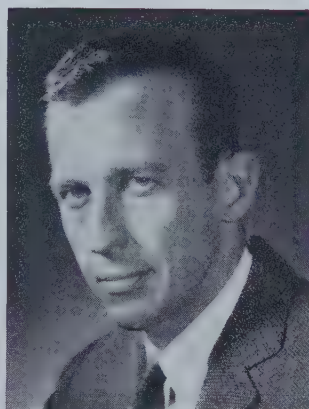
**JERRY WATERS**  
Sales Director  
Knickerbocker Hotel  
163 E. Walton St. (11)  
WHitehall 3-2000

**LAWRENCE H. WHITING**  
Vice Chairman  
American Furniture  
Mart Corp.  
666 Lake Shore Drive (11)  
Superior 7-4100

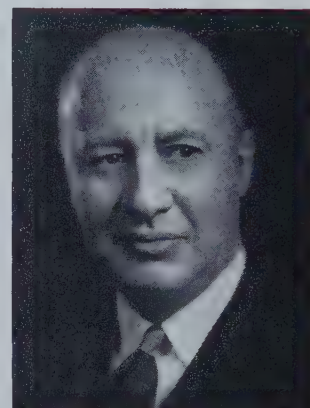
**WM. J. WILSON**  
Exec. Vice Pres.  
Greater Chicago Hotel Assn.  
59 E. Monroe St. (3)  
FRanklin 2-1257

## Community Development

### Committees

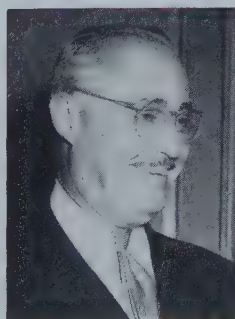


**DIVISION DIRECTOR**  
**H. HAYWARD HIRSCH**  
30 West Monroe Street (3)  
FRanklin 2-7700



**VICE PRESIDENT**  
**GEORGE H. DOVENMUEHLE**  
Chairman, Dovenmuehle, Inc.  
135 S. LaSalle Street (3)  
ANdover 3-2200

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Chairman  
Chairman  
Sahara Coal Co., Inc.  
59 E. Van Buren St. (5)  
HARRison 7-4373

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President  
Borg, Inc.  
1616 W. 63rd St. (36)  
HEmlock 4-7800

**JOHN A. BOYD**  
Supvr. of Leases & Contracts  
Illinois Bell Telephone Co.  
208 W. Washington St. (6)  
727-9411

**JAMES S. BRAXTON**  
President  
Allied Homeowners Assn. of  
South Chicagoland, Inc.  
845 E. Drexel Sq. (15)  
PLaza 2-0066

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Refrigeration System, Inc.  
646 W. Washington Blvd. (6)  
FRanklin 2-1939

**J. P. BUTTERFIELD**  
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Graham Mfg. Co., Inc.  
3404 N. Harlem Ave. (34)  
TUxedo 9-6040

**E. H. CARLETON**  
Gen. Medical Director  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**LEONARD CARMODY**  
Attorney  
International Harvester Co.  
180 N. Michigan Ave. (1)  
ANdover 3-4200

**A. J. COCHRANE**  
Asst. to Vice Pres. of Oper.  
Youngstown Sheet & Tube Co.  
111 W. Washington St. (2)  
FRanklin 2-5470



## Community Development Committees

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Radex Corporation  
2076 Elston Ave. (14)  
ARmitage 6-6900

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Chicago Title & Trust Co.  
111 W. Washington St. (2)  
DEarborn 2-7700

**T. J. GLAZA**  
Plant Engineer  
Crane Company  
4100 S. Kedzie Ave.  
LAFayette 7-3900 (Ext. 683)

**THANE HALSTEAD**  
Vice President  
Air Preheater Corp.  
Prud. Plaza, Suite 1905 (1)  
DEarborn 7-7667

**ROSS L. HARBAUGH**  
Asst. Supt., Qual. Con. Dept.  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**R. L. HAUTH**  
Asst. Master Mechanic  
New York Central System  
139 W. Van Buren St. (5)  
WABash 2-4200

**FRANK J. HOLLAND**  
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Glo-Klen Co., Inc.  
620 Madison  
Evanston, Ill.  
UNiversity 9-2850

**SIGURD R. JENSEN**  
Consulting Engineer  
Sigurd R. Jensen  
53 W. Jackson Blvd. (4)  
WABash 2-5819

**H. A. LEEDY**  
Vice-Pres. & Director  
Armour Res. Found. of Ill.  
Institute of Technology  
10 W. 35th St. (16)  
CALumet 5-9600

**H. E. MAY**  
Shop Engineer  
Illinois Central Railroad Co.  
135 E. 11th St. (5)  
WABash 2-4811 (Ext. 59)

**JOHN MCCARTHY**  
McCarthy Duct Cleaning  
Service  
208 N. Wells St. (6)  
Financial 6-6911

**DR. PAUL J. PATCHEN**  
9204 Commercial Ave. (17)  
SOUTH Chicago 8-6613

**E. L. REEVES**  
Trainmaster  
Baltimore & Ohio Railroad Co.  
1943 W. 14th St. (8)  
WABash 2-2211 (Ext. 366)

**F. W. SCHEINEMAN**  
Mgr., Gen. Engr. Dept.  
Standard Oil Co. (Ind.)  
2400 New York Ave.  
Whiting, Ind.  
Opr. Whiting 2700 (Ext. 105)

**ERWIN E. SCHULZE**  
Attorney  
Stevenson, Congahan,  
Hackbert, Rooks & Pitts  
208 S. LaSalle St. (4)  
FRanklin 2-5600

**EDGAR W. SNIFFEN**  
Molybdenum Corp. of America  
38 S. Dearborn St. (3)  
State 2-6363

**A. P. STRESEN-REUTER**  
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Fred'k Stresen-Reuter, Inc.  
325 W. Main  
Bensenville, Ill.  
NAtional 5-6323

**ROGER D. SWETT**  
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Defrees Fiske, O'Brien  
& Thompson  
105 S. LaSalle St. (3)  
FRanklin 2-4000

**KENNETH L. TUCKER**  
Partner  
Kenroy Realtors  
6316 N. Lincoln Ave. (45)  
JUniper 3-0900

**RAYMOND J. VONESH**  
Exec. Sec.  
Chicago Paint, Varnish &  
Lacquer Assn.  
159 N. Dearborn St. (1)  
DEarborn 2-5855

**PAUL WEISS**  
McGrath Heating & Air  
Conditioning Co.  
7925 S. Racine Ave. (20)  
Vincennes 6-1035

**VERNON L. WESBY**  
Asst. Gen. Supt. Utilities  
Electro Motive Div.  
General Motors Corp.  
LaGrange, Illinois  
HUnter 5-7000

**H. L. WYCKOFF**  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

### EX OFFICIO

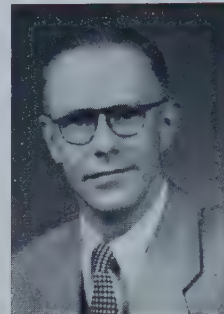
**IVAN W. BRUNK**  
Supervising Meteorologist  
United States Weather Bureau  
219 S. Clark St. (4)  
WABash 2-1346

**THOMAS H. CAREY**  
Director  
Dept. of Air Pollution Control  
City of Chicago  
320 N. Clark St., Rm. 500 (10)  
DElaware 7-5252

**LLOYD M. JOHNSON**  
Commissioner  
Dept. of Streets & Sanitation  
City of Chicago  
710 City Hall (2)  
RAndolph 6-8000

**FRED MOMMSEN**  
Dept. of Air Pollution Control  
City of Chicago  
320 N. Clark St., Rm. 500 (10)  
DElaware 7-5252

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Sales Specialist  
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DEarborn 2-4712

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Vice Chairman  
Asst. Vice Pres.  
Chicago Federal Savings  
& Loan Assn.  
100 N. State St. (2)  
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Bob Atcher Films, Inc.  
1037 Granville Ave. (40)  
BRoadway 4-4013

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Alto Manufacturing Co.  
1647 W. Wolfram St. (13)  
WEllington 5-7080

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333 N. Michigan Ave. (1)  
Financial 6-0750

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Container Corp. of America  
38 S. Dearborn St. (3)  
FRanklin 6-6161

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General Outdoor Adv. Co.  
515 S. Loomis  
MONroe 6-6800

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Banner Equipment Company  
1856 W. Grand Ave. (22)  
HAYmarket 1-6088

**H. LeTOURNEAU**  
Gen. Mgr.  
Grand Trunk Western  
Railroad Co.  
21 W. Taylor St. (5)  
RAndolph 6-5465

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Automatic Canteen Co.  
of America  
1430 Merchandise Mart (54)  
DElaware 7-5900

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International Exterminator  
Co., Inc.  
4427 N. Milwaukee Ave. (30)  
PALisade 5-7300

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Commonwealth Edison Co.  
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RAndolph 6-1200

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Mutual Window Cleaning Co.  
350 N. Clark St. (10)  
SUperior 7-8456

**G. M. QUARNSTROM**  
Public Rel. Director  
Allstate Insurance Co.  
7447 Skokie Blvd.  
Skokie, Ill.  
COrneia 7-7700



The Cleaner Air Committee meets with Karl Nagler, Chairman, presiding. Nagler is a Vice President of the Peoples Gas Light & Coke Company. Committee's aim — to make city cleaner, safer, more pleasant



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Superior 7-5117

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Butler Brothers  
426 W. Randolph  
Franklin 2-0500

**W. L. SCHWARTZ**  
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S. S. Kresge Company  
1112 Merchandise Mart (54)  
Superior 7-7521

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Vice-Pres. & Western Art. Dir.  
Outdoor Advertising, Inc.  
400 N. Michigan Ave. (11)  
DElaware 7-4141

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Mgr. Chgo. Title & Trust Bldg.  
L. J. Sheridan & Co.  
111 W. Washington St. (2)  
RAndolph 6-7743

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W. F. Hall Printing Co.  
4600 W. Diversey Ave. (39)  
Avenue 6-8000

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Chicago Paint, Varnish &  
Lacquer Assn.  
159 N. Dearborn St. (1)  
DEarborn 2-5855

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Broker  
Moore, Case, Lyman & Hubbard  
175 W. Jackson Blvd. (4)  
WABash 2-0400

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Partner  
Universal Realty Co.  
180 W. Washington St. (2)  
DEarborn 2-4143

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Sod Growers Assn. of Illinois  
230 W. Superior St. (10)  
Superior 7-2789

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Managing Director  
Chicago Lighting Institute  
140 S. Dearborn, Rm. 654 (3)  
ANDover 3-5194

**CHARLES A. FAHEY**  
Executive Director  
Mayor's Citizens Committee  
for a Cleaner Chicago  
60 W. Washington Rm. 1005, (2)  
Financial 6-3330

**L. M. JOHNSON**  
Com. of Streets & Sanitation  
City of Chicago  
710 City Hall (2)  
RAndolph 6-8000

**ROBERT J. O'BRIEN**  
Div. Marshal in Charge  
Fire Prevention Bureau  
Chicago Fire Dept.  
105 City Hall (2)  
RAndolph 6-8000

**MISS EILEEN STACK**  
Dist. Supt., Dist. No. 13  
Chicago Board of Education  
4934 S. Wabash Ave. (15)  
KENwood 8-1812

**D. F. VAN BRAMER**  
Dist. Supt. Dist. No. 6  
Chicago Bd. of Education  
1839 N. Richmond (47)  
SPaulding 2-0570

## FIRE PREVENTION COMMITTEE 1961



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Manager  
Cook County Inspection Bur.  
175 W. Jackson Blvd. (4)  
WABash 2-4151

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Vice Chairman  
District Operating Supt.  
American Dist. Telegraph Co.  
175 W. Jackson Blvd. (4)  
HARrison 7-6141

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Federation of Mutual  
Fire Insurance Companies  
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Financial 6-5190

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Statewide Detective &  
Watch Service, Inc.  
75 E. Wacker Drive (1)  
State 2-7526

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CENTral 6-3525

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FRanklin 2-5184

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Frank L. Erion Company  
215 S. Wacker Drive (6)  
DEarborn 2-0800

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Critchell-Miller  
Insurance Agency  
175 W. Jackson Blvd. (4)  
WABash 2-0340

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Illinois Bell Telephone Co.  
208 W. Washington St. (6)  
727-9411

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Chicago Hospital Council  
105 W. Adams St. (3)  
FRanklin 2-9292

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Underwriters' Lab., Inc.  
207 E. Ohio St. (11)  
MICHigan 2-6969

**C. R. FREDRIKSEN**  
Exec. Secy.  
United Fire Equipment  
Service Assn.  
6154 W. Belmont Ave. (34)  
MULberry 5-1320

**EUGENE F. GALLAGHER**  
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Chicago Board of Underwriters  
175 W. Jackson Blvd. (4)  
WABash 2-1712

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General Outdoor Adv. Co.  
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WONroe 6-6800

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President  
United Fire Equipment  
Service Assn., Inc.  
6154 W. Belmont Ave. (34)  
MULberry 5-1320

**CASIMIR Z. GREENLEY**  
International Minerals &  
Chemical Corp.  
Old Orchard Road  
Skokie, Ill.  
ORchard 6-3000

**WILLIAM M. GRIER**  
Dist. Mgr.  
"Automatic" Sprinkler Corp.  
of America  
4920 W. Belmont Ave. (41)  
Avenue 2-3322

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Owner  
Marine Inspection Engineer  
100 W. Monroe St.  
Rm. 200 (3)  
FRanklin 2-6584

**PETER J. HARTMANN**  
Peter J. Hartmann Co.  
7147 W. Belmont Ave. (34)  
MERrimac 7-5422

**DAVID J. HEFFERNAN**  
Asst. Supt.  
Chicago Board of Education  
228 N. LaSalle St. (1)  
DEarborn 2-7800

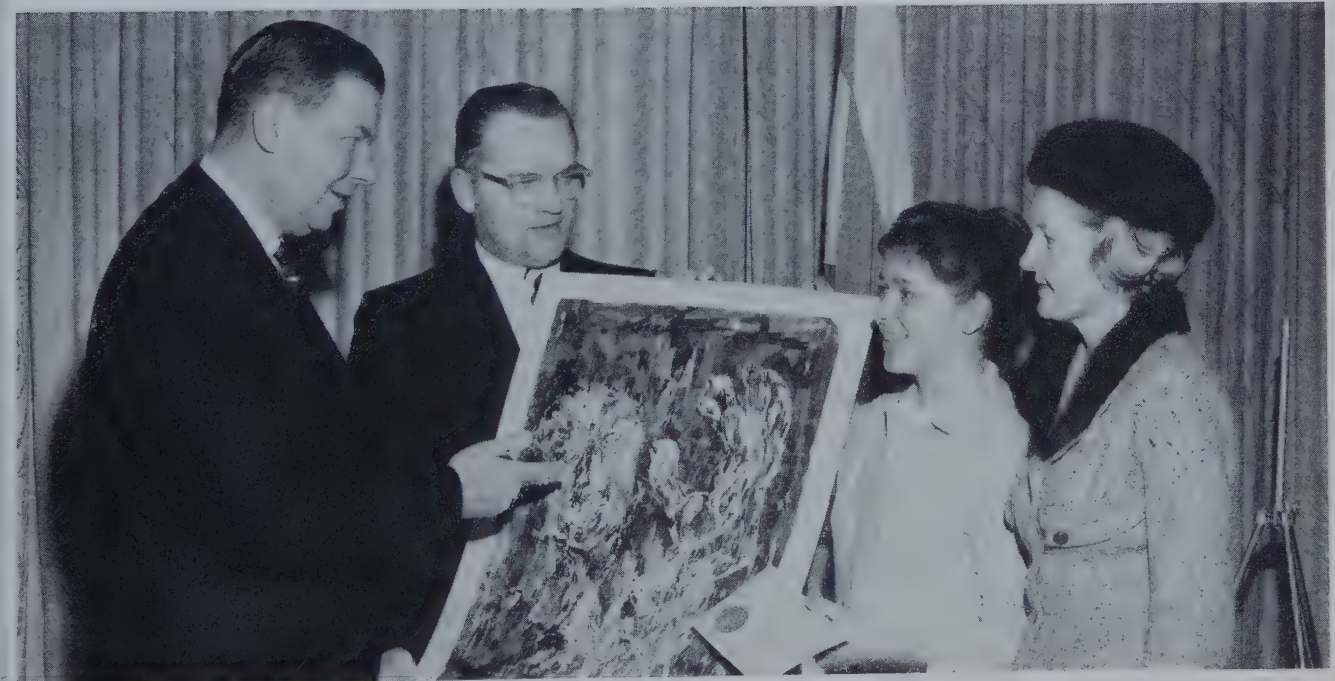
**ARTHUR H. JENS**  
Manager  
Firemen's Fund  
Insurance Group  
175 W. Jackson Blvd. (4)  
WABash 2-4500

**JOHN A. KAPPELMAN**  
President  
Economy Fire Equipment  
Supply Co.  
4249 W. Fullerton Ave. (39)  
CAPitol 7-4422

**FRED W. KEMPF**  
Cook County Inspection  
Bureau  
175 W. Jackson Blvd. (4)  
WABash 2-4151

**W. H. KIMBERLIN**  
PyroTronics  
A Div. of Baker Indus., Inc.  
5648 W. Lake St. (44)  
MANsfield 6-3438

**GEORGE N. KNOL**  
Fire Marshal  
W. F. Hall Printing Co.  
4600 W. Diversey Ave. (39)  
PALisade 5-8000



Viewing winning illustration of annual Fire Prevention contest (l to r) Chairman, Association's Fire Prevention Committee, Elmer F. Reske; John E. Goggin, Regional Director, Planning and Zoning, General Outdoor Advertising Company, who made available \$450 art scholarship to winning student, Gordana Arseniyevich, and Miss Mary Cole, Chicago Public Schools Art Director



## Community Development Committees

**RICHARD F. KOLBA**  
Johnson & Higgins  
231 S. LaSalle St. (4)  
ANdover 3-2456

**PAUL LAMB**  
Fire & Safety Office  
Marshall Field & Co.  
111 N. State St. (2)  
STate 1-1000, X-2541

**HENRY F. LEVIN**  
Partner  
Levin & Lande  
111 W. Washington St. (2)  
FRanklin 2-3188

**TOM LYON**  
Viking Automatic  
Sprinkler Company  
5520 N. Wolcott Ave. (40)  
LOngbeach 1-4127

**GERALD L. MAATMAN**  
Dir. Dept. Fire Prot. &  
Safety Engineering  
Illinois Institute of Technol.  
3300 S. Federal St. (16)  
CALumet 5-9600

**JOHN McCARTHY**  
McCarthy Duct Cleaning  
Service  
208 N. Wells St. (6)  
FINancial 6-6911

**WALLACE J. O'BRIEN**  
W. J. O'Brien Elec. Co., Inc.  
1608 N. Milwaukee Ave. (47)  
HUMboldt 6-1288

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Robert Carpenter & Co., Inc.  
135 S. LaSalle St. (3)  
RANdolph 6-3941

**G. R. PAPE**  
Newhouse & Hawley, Inc.  
175 W. Jackson Blvd. (4)  
HARRison 7-7890

**FRANK J. PREKEL**  
Fire & Safety Marshal  
Marshall Field & Company  
111 N. State St. (2)  
STate 1-1000 (Ext. 2501)

**T. G. REMER**  
Secretary  
The Visking Corp.  
6733 W. 65th St. (38)  
REliance 5-1234

**CARL J. REUTTER**  
Vice-Pres.  
W. A. Alexander & Co.  
135 S. LaSalle St. (3)  
FRanklin 2-7300

**C. M. ROWLEY**  
Chief Engr.  
American Mfrs. Mut. Ins. Co.  
20 N. Wacker Drive (6)  
FINancial 6-5100

**WILLIAM R. ROWLEY**  
Gen. Supvr. Plant Prot.  
International Harvester Co.  
180 N. Michigan Ave. (1)  
ANdover 3-4200 (Ext. 722)

**R. W. SCHIRMER**  
President  
Schirmer Engineering Corp.  
2447 W. Peterson Ave. (45)  
LOngbeach 1-5269

**DICK P. SKAER**  
Asst. Manager  
Cook County Inspec. Bur.  
175 W. Jackson Blvd. (4)  
WABash 2-4151

**SIDNEY STACKLER**  
Manager-Partner  
Central Watch Service  
214 W. Ohio St. (10)  
MOhawk 4-4200

**EDGAR O. STOFFELS**  
President and Director  
Edgar O. Stoffels Co., Inc.  
135 S. LaSalle St. (3)  
FINancial 6-3882

**GEORGE W. STRAUB**  
Vice-Pres. & Western Art Dir.  
Outdoor Advertising, Inc.  
400 N. Michigan Ave. (11)  
DElaware 7-4141

**CHARLES W. STRISSEL**  
Prod. Rep.  
John Naghten & Co.  
175 W. Jackson Blvd. (4)  
WABash 2-1120

**DEMPSEY J. TRAVIS**  
Travis Realty Company  
412 E. 47th St. (15)  
KENwood 6-0155

**NELS ULSETH**  
Bronson-Dennehy-Ulseth, Inc.  
141 W. Jackson (4)  
HARRison 7-0624

**EARLE E. VOGT**  
Advertising Mgr.  
Marsh & McLennan, Inc.  
231 S. LaSalle St. (4)  
FINancial 6-1400

**RAY J. VONESH**  
Exec. Secy.  
Chicago Paint, Varnish  
& Lacquer Assn.  
159 N. Dearborn St. (1)  
DEarborn 2-5855

**J. P. WAHLMAN**  
Broker  
Moore, Case,  
Lyman & Hubbard  
175 W. Jackson Blvd. (4)  
WABash 2-0400

**ROBERT F. WHITE**  
Owner  
Robert F. White & Company  
22 W. Madison St. (2)  
STate 2-8805

**HUBERT WILLMANN**  
Balaban & Katz Corp.  
177 N. State St. (1)  
RANdolph 6-5300

### EX OFFICIO

**RAYMOND DALEY**  
Chief Fire Marshal  
Chicago Fire Department  
Room 105 - City Hall (2)  
RANdolph 6-8000

**ROBERT J. O'BRIEN**  
Div. Marshal in Charge  
of Fire Prevention  
Chicago Fire Department  
105 City Hall (2)  
RANdolph 6-8000

Fire Prevention Dept.  
Western Actuarial Bureau  
222 W. Adams St. (6)  
FRanklin 2-5960

**ALBERT PETERSEN**  
Asst. Fire Comm.  
Chicago Fire Department  
105 City Hall (2)  
RANdolph 6-8000

**COM. R. J. QUINN**  
Chicago Fire Department  
105 City Hall (2)  
RANdolph 6-8000

**JOSEPH F. STECH**  
Executive Director  
Greater Chicago  
Safety Council  
10 N. Clark St. (2)  
FRanklin 2-9756

### PUBLIC IMPROVEMENTS COMMITTEE 1961



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Executive Partner  
Consoer, Townsend & Assoc.  
360 E. Grand Ave. (11)  
DElaware 7-6900

**FRANK ANGER**  
Senior Vice President  
Harris Trust & Savings Bank  
111 W. Monroe St. (90)  
STate 2-8200

**F. T. ASCHMAN**  
Partner  
Barton-Aschman Assoc., Inc.  
600 Davis St.  
Evanston, Ill.  
UNiversity 9-0660

**WILLIAM W. BENN**  
Wm. W. Benn Associates  
7 S. Dearborn St. (3)  
STate 2-8766

**ERLING E. BERG**  
Dyson, Berg & Salveson, Inc.  
10133 Pacific Ave.  
Franklin Park, Ill.  
Gibson 5-7220

**A. ANDREW BOEMI**  
President  
Madison Bank & Trust Co.  
400 W. Madison St. (6)  
DEarborn 2-4600

**W. M. BUCHROEDER**  
Walter M. Buchroeder  
& Son, Inc.  
1700 N. Throop St. (22)  
ARmitage 6-3001

**JAMES E. BULGER**  
V.P. and Dir. Pub. Rel.  
Chicago Motor Club  
66 E. S. Water St. (1)  
FRanklin 2-1818

**JACK CAMPBELL**  
Maccabee & Assoc. of Ill.,  
Inc.  
173 W. Madison St. (2)  
ANdover 3-7550

**L. G. CANNON**  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RANdolph 6-1200

**DR. J. D. CARROLL, JR.**  
Study Director Chicago Area  
Transportation Study  
4812 W. Madison (4)  
ESTebrook 8-1400

**DAVE CHAPMAN**  
Dave Chapman, Inc.  
420 N. Michigan Ave. (11)  
DElaware 7-4365

**JAMES T. CONNOR**  
President  
Connor Hardware  
1304 E. 55th St. (15)  
MUseum 4-1100

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Vice-Pres.  
Material Service Corporation  
300 W. Washington St. (6)  
FRanklin 2-3600

**VICTOR CULLIN**  
Vice President  
Chicago Title & Trust Co.  
111 W. Washington (2)  
DEarborn 2-7700

**J. A. CUNNINGHAM**  
Partner  
Hayden, Stone & Co.  
141 W. Jackson Blvd. (4)  
WEBster 9-4200

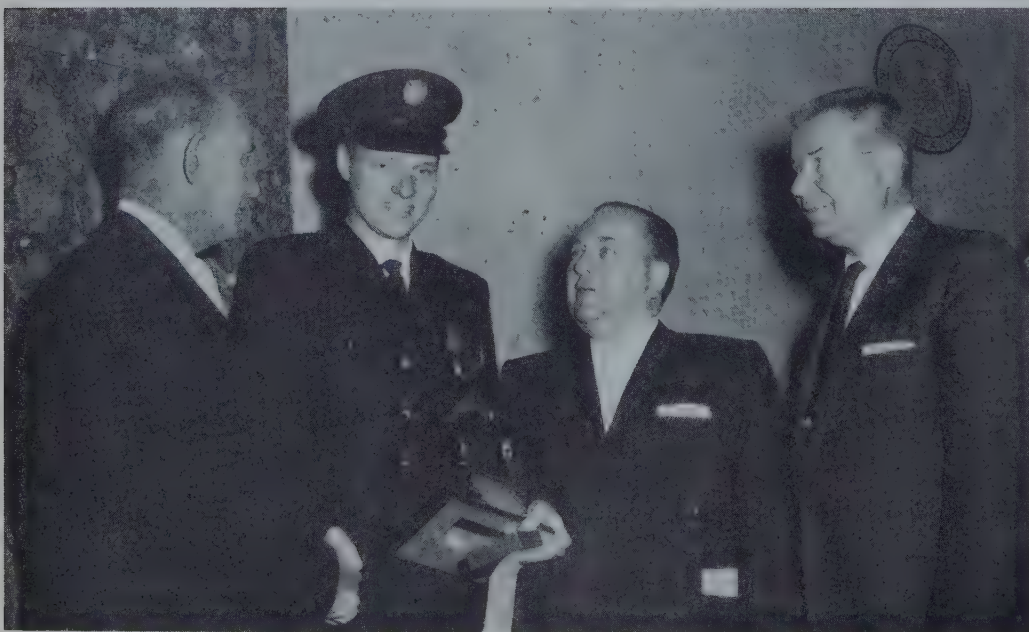
**CHARLES L. DEARING**  
Exec. Dir.  
Illinois State Tollway Comm.  
22nd St. & Midwest Road  
Hinsdale, Ill.  
BISHop 2-3620

**THOMAS J. DUFFY**  
Partner  
Lane, Duffy & Cornell  
77 W. Washington St. (2)  
CENTral 6-4800

**DONALD W. FETTERS**  
Vice President  
Gerhardt F. Meyne Co.  
308 W. Washington St.  
FINancial 6-3377

**D. W. FOLLETT**  
Follett Corporation  
1000 W. Washington St. (7)  
MOhawk 6-5858

**ELLIOTT FRANK**  
Vice President  
LaSalle National Bank  
135 S. LaSalle St. (3)  
STate 2-5200



Association's 1960 Heroism Award is made during Fire Prevention Week in Council Chambers to Fireman John Ahern. (l to r) Robert J. Quinn, Fire Commissioner; Ahern; Mayor Richard J. Daley; Elmer F. Reske, Chairman Fire Prevention Committee, General Manager Cook County Inspection Bureau



**HERBERT GEIST**

Massachusetts Mutual Life  
Insurance Co.  
175 W. Jackson Blvd. (4)  
WAbash 2-6140

**CHARLES B. GENTHER**

Senior Partner  
Pace Associates  
53 W. Jackson Blvd. (4)  
WAbash 2-6140

**BERNHARD GORDON**

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Gordon-Burke Steel Co.  
2910 W. Carroll Ave. (12)  
SAcramento 2-4000

**HOMER W. GROOMAN**

17 E. Erie St. (11)  
Michigan 2-2231

**HOWARD E. GREEN**

President  
Great Lakes Mortgage Corp.  
111 W. Washington St. (2)  
FRanklin 2-1700

**V. E. GUNLOCK**

Chairman  
Chicago Transit Authority  
Merchandise Mart,  
P.O. Box 3555 (54)  
MOhawk 4-7200

**DURWARD O. GUTH**

President  
Guth Chemical Company  
850 W. Weed St. (22)  
Michigan 2-4676

**E. PHILIP HALE**

Field Engineer  
Portland Cement Assn.  
111 W. Washington St. (2)  
FRanklin 2-3521

**R. J. HALL**

Vice President  
A. & H. Lithoprint, Inc.  
710 S. Federal St. (5)  
WAbash 2-1430

**L. P. HANSEN**

District Mgr.  
Gardner-Denver Co.  
1200 W. Fulton St. (7)  
HAYmarket 1-1050

**HOWARD C. HARDY**

Howard C. Hardy & Assoc.  
53 W. Jackson Blvd. (4)  
WAbash 2-2633

**RUSSELL N. HEAD**

Attorney  
111 W. Washington St. (2)  
StAte 2-0500

**JOSEPH HIBBEN**

Partner  
Kidder, Peabody & Co.  
33 S. Clark St. (3)  
ANdover 3-7350

**A. B. HILLMAN**

Chief Engineer  
Chicago & Western  
Indiana R.R. Co.  
47 W. Polk St. (5)  
HARrison 7-7500

**L. R. HOWSON**

Partner  
Alvord, Burdick & Howson  
20 N. Wacker Drive (6)  
CEntral 6-9147

**HENRY O. JOHNSON**

DeLeuw, Cather & Co.  
150 N. Wacker Drive (6)  
FINancial 6-0424

**WAYNE H. KIMBERLIN**

Reg. Dir.  
PyroTronics—Div. of Baker  
Ind., Inc.  
5648 W. Lake St. (44)  
MANSfield 6-3488

**WILLIAM N. KIRSHNER**

President  
W. N. Kirshner & Assoc., Inc.  
141 W. Jackson Blvd. (4)  
WAbash 2-5519

**E. R. KLAMM**

Dir. Accident Prev. Div.  
Allstate Insurance Co.  
7447 Skokie Blvd.  
Skokie, Ill.  
COrneia 7-7700

**CLARENCE H. LINDAHL**

President  
Lindahl Brothers  
1945 Latrobe Ave. (39)  
NAtional 2-4500

**HARRY LOCHNER**

Senior Partner  
H. W. Lochner & Co.  
20 N. Wacker Drive (6)  
FRanklin 2-7346

**EUGENE K. LYDON**

President  
Great Lakes Dredge  
& Dock Co.  
228 N. LaSalle St.  
StAte 2-2690

**C. V. MARTIN**

President  
Carson Pirie Scott & Co.  
One South State St.  
StAte 1-2000 (Ext. 720)

**CHARLES MacDONALD**

Transportation Sales  
Apparatus Sales Div.  
General Electric Co.  
840 S. Canal St. (80)  
WAbash 2-5611 (Ext. 276)

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HILLtop 5-2200

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JUUniper 3-0900

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Loxit Systems, Inc.  
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CHESApeake 3-7788



Lenox R. Lohr (r), Museum of Science and Industry president, receives Askar-Von Miller Award presented by German Museum at Munich from Baron Friedrich von Lupin, Chicago's German consul general. Merit-friendship award was first to be given an American

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Illinois Central Railroad  
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City Hall—Room 709 (2)  
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John K. Langum, Vice President for Research and Statistics, speaks to the Board of Directors of the Association at regular board meetings on the outlook for business, both nationally and in Metropolitan Chicago

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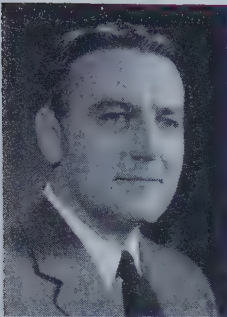
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201 N. Wells St. (6)  
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At Association meeting, CACI Director Donald O'Toole, President Pullman Banking Group, talks with Association President Paul Goodrich, President, Chicago Title and Trust Company, about successful efforts of Organization for Southwest Community

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Attorney  
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StAte 2-0500

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10 S. LaSalle St. (3)  
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7601 S. Lawndale (52)  
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Ave. (37)  
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LaSalle St. Station  
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Yowell  
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Merchandise Mart Plaza (54)  
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Administrative Center  
Old Orchard Rd., Skokie, Ill.  
JUNiper 3-0700

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2525 Eleventh St.  
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& Geraldson  
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Western Electric Co., Inc.  
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Chicago Title & Trust  
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Franklin 2-5600

**R. H. EISENSTAEDT**  
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Columbus 1-8600

**JAMES W. KISSEL**  
Sidley, Austin, Burgess &  
Smith  
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State 2-5400

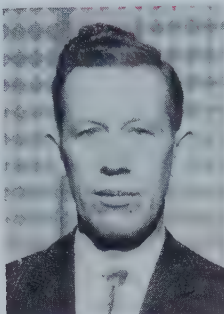
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International Harvester  
Company  
180 N. Michigan Avenue (1)  
Andover 3-4200

**LEON P. MILLER**  
Attorney  
American Mutual Insurance  
Alliance  
20 N. Wacker Drive (6)  
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**FOSTER RINEFORT**  
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Chemical Corporation  
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Franklin 2-6666

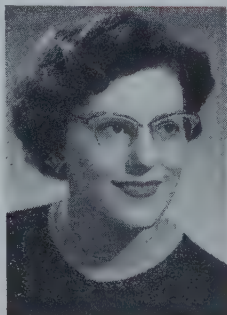
**JOHN C. DONNELLY**  
Dept. Mgr. of Empl. Records  
Walgreen Co.  
4300 W. Peterson Avenue (30)  
Spring 7-8400

**JOHN E. LEHRER**  
Manager, State and Local  
Tax Problems  
Sears, Roebuck and Co.  
925 S. Homan Ave. (24)  
Keystone 3-2500

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Michigan 2-1200

**BOB E. WOODEN**  
Ass't. Secretary-Treasurer  
Chas. A. Stevens & Company  
25 N. State Street (2)  
Randolph 6-1500

### SPECIAL COMMITTEE ON WAGE ATTACHMENT 1961



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Chairman  
Garnishment Administrator  
Inland Steel Company  
30 West Monroe Street (3)  
Financial 6-0300

**COBERT ETS-HOKIN**  
Secretary-Treasurer  
L. Fish Furniture Co.  
2225 W. Pershing Rd. (9)  
Lafayette 3-7700

**CARL JUST**  
Attorney  
Santa Fe Railway Company  
80 East Jackson Blvd. (4)  
Harrison 7-4900

**PATRICIA NOBLE LUNDY**  
Attorney  
Helene Curtis Industries, Inc.  
4401 W. North Avenue (39)  
Capitol 7-6600

**L. F. MARLEY**  
Chief, Real Estate and  
Employee Services Department  
Western Electric Co., Inc.  
Hawthorne Station (23)  
Lawndale 1-5000, ext. 4523

**ARTHUR K. MUENZE**  
Vice President-Treasurer  
Wieboldt Stores, Inc.  
One N. State St. (2)  
State 2-1500

**DEAN SCOTT**  
Auditor  
La Salle Hotel  
10 N. La Salle Street (2)  
Franklin 2-0700

**DANIEL C. P. SOCHA**  
Stevenson, Conaghan,  
Hackbert, Roots & Pitts  
208 S. La Salle Street (4)  
Franklin 2-5600

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Chairman  
Partner  
Winston, Strawn, Smith &  
Patterson  
38 S. Dearborn St. (3)  
Rm. 1400  
Financial 6-3600

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Chairman  
Inland Steel So.  
30 W. Monroe St. (3)  
Financial 6-0300

**ROBERT S. CUSHMAN**  
Partner  
MacLeish, Spray, Price and  
Underwood  
134 S. LaSalle St. (3)  
Randolph 6-9000

**JAMES E. DAY**  
President  
Midwest Stock Exchange  
120 S. LaSalle St. (3)  
Financial 6-1111

**J. C. GIBSON**  
Vice Pres. & General Counsel  
Santa Fe Railway Company  
80 E. Jackson Blvd. (4)  
Harrison 7-4900

**ROBERT C. GUNNESS**  
Executive Vice President  
Standard Oil Co. of Indiana  
910 S. Michigan Ave. (5)  
Harrison 7-9200

**BYRON HILL**  
Mgr. Labor Rel.  
Kraft Foods Division, National  
Dairy Products Co.  
500 Peshtigo Court (90)  
Whitehall 4-7300

**GEORGE L. IRVINE**  
Regional Vice Pres.  
General Electric Company  
840 S. Canal St. (80)  
Wabash 2-5611

**ROBT. R. JORGENSEN**  
Director of Taxes  
Sears, Roebuck & Co.  
925 S. Homan Ave. (7)  
Keystone 3-2500 (Ext. 568)

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Asst. to Pres.  
United Air Lines, Inc.  
36 S. Wabash Ave. (3)  
Randolph 6-5500

**C. VIRGIL MARTIN**  
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Carson Pirie Scott & Co.  
One South State St.  
State 1-2000 (Ext. 720)

**MORGAN F. MURPHY**  
Vice President  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
Randolph 6-1200

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President and Chairman  
Chgo., Aurora & Elgin Ry. Co.  
400 West Liberty  
Wheaton, Ill.  
Montrose 8-1600

**DONALD O'TOOLE**  
President  
Pullman Trust & Savings Bank  
400 E. 111th St. (28)  
Pullman 5-1000

**H. V. PROCHNOW**  
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The First Ntl. Bk. of Chicago  
38 S. Dearborn St. (90)  
Franklin 2-6800

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Natural Gas Pipeline Co.  
of America  
122 S. Michigan Ave. (3)  
Harrison 7-0400

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Managing Director  
Arthur Andersen & Co.  
120 S. LaSalle St. (3)  
Financial 6-6262

**A. L. STARSHAK**  
Vice President  
Walgreen Company  
4300 Peterson Ave. (46)  
Spring 7-8400 (Ext. 414)

**R. L. WATTLING**  
Partner  
Defrees, Fiske, O'Brien,  
Thomson & Simmons  
105 S. LaSalle St. (3)  
Franklin 2-4000

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Chapman & Cutler  
111 W. Monroe St. (3)  
Randolph 6-6130

**JAMES C. WORTHY**  
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925 S. Homan Ave. (7)  
Keystone 3-2500

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141 W. Jackson Blvd. (4)  
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11 S. LaSalle St. (3)  
Randolph 6-8222

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Income Tax Consultant  
39 S. LaSalle St. (3)  
Franklin 2-5362

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Resident Partner  
Ernst & Ernst  
231 S. LaSalle St. (4)  
Andover 3-5300

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Martin, Johnson & Bolton  
105 S. LaSalle St. (3)  
Randolph 6-4201

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A. J. Boynton & Co.  
111 N. Wabash Ave. (2)  
Central 6-8442

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Brown, Dashow & Langeluttig  
1 N. LaSalle St. (2)  
Central 6-4168

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Vernon Crossell & Co.  
134 N. LaSalle St. (2)  
Central 6-2390

**DELFOED W. EDENS**  
Partner  
Haskins & Sells  
Board of Trade (4)  
Wabash 2-7640

**BERNARD EPSTEIN**  
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Epstein, Grosby & Lapping  
33 N. LaSalle St. (2)  
Randolph 6-7733

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David Himmelblau & Co.  
30 W. Monroe St. (3)  
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First Natl. Bk. of Chicago  
33 S. Dearborn St. (90)  
Franklin 2-6800



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Insured Investment  
Associates Inc.  
176 W. Adams St. (3)  
Financial 6-2117

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Standard Oil Co. (Ind.)  
910 S. Michigan Ave. (80)  
Harrison 7-9200

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20 N. Wacker Drive (6)  
Financial 6-2100

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231 S. LaSalle St. (90)  
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Canal 6-0973

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1 North LaSalle St. (2)  
Financial 6-6800

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65 E. South Water St. (1)  
Financial 6-0280

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15 N. Jefferson St. (11)  
State 2-0995

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4201 W. Peterson Ave. (46)  
Mulberry 5-1121

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72 W. Adams St. (3)  
Randolph 6-0425

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300 W. Adams St. (6)  
State 2-6100

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Lederleitner  
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McSwain & Campbell  
38 S. Dearborn St. (3)  
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Lord, Bissell & Brook  
135 S. LaSalle St. (3)  
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2558 W. 16th St. (80)  
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Montgomery  
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Harrison 7-5070

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Financial 6-3827

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Arthur Andersen & Co.  
120 S. LaSalle St. (3)  
Financial 6-6262

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of America  
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Jenner & Bloomstein  
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Randolph 6-0220

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3900 N. Rockwell St. (18)  
KeyStone 9-8210

**ALBERT L. SEIDEL**

Supt., Tax Division  
Natural Gas Pipeline  
Company of America  
122 S. Michigan Ave. (3)  
Harrison 7-0400

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Quincy R. R. Co.  
547 W. Jackson Blvd. (6)  
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Broadview, Ill.  
Columbus 1-2000

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Mulroy & Wentz  
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Randolph 6-0236

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tower  
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Thomson & Simmons  
105 S. LaSalle St. (3)  
Franklin 2-4000

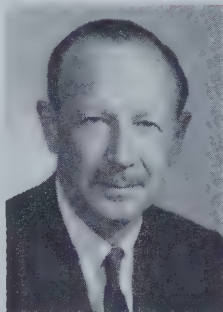
**ROLF A. WEIL**

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430 S. Michigan Ave. (5)  
Wabash 2-3580

**GRANT H. WIER**

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72 W. Adams St. (90)  
Randolph 6-1200

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President  
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120 S. LaSalle St. (3)  
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Ashcraft, Olson & Edmonds  
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Franklin 2-2266

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Zabel, Baker, York,  
Jones & Dithmar  
105 W. Adams St. (3)  
State 2-6663

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50 S. LaSalle St. (90)  
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135 S. LaSalle St. (3)  
State 2-5200

**WILLIAM BETHKE**

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LaSalle Extension University  
417 S. Dearborn St. (5)  
Harrison 7-4181

**J. WESLEY BLADES**

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Swift & Company  
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Yards 7-4200 (Ext. 522)

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2600 N. Western Ave. (47)  
Armitage 6-8500

**JOHN C. CARTER**

Ass't Sec'y  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**A. J. COCHRANE**

Asst. to the Vice-Pres.  
Youngstown Sheet &  
Tube Company  
111 W. Washington Blvd. (2)  
Franklin 2-5470

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Martin, Craig, Chester  
& Sonnenschein  
135 S. LaSalle St. (3)  
Andover 3-1780

**ROBT. S. CUSHMAN**

Partner—MacLeish, Spray,  
Price & Underwood  
134 S. LaSalle St. (3)  
Randolph 6-9000

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Dir. Consumer Credit Studies  
Household Finance Corp.  
Prudential Plaza (1)  
Whitehall 4-7174

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& Morton  
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Randolph 6-1704

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Lane, Duffy & Connell  
77 W. Washington St. (2)  
Central 6-4800

**JOHN ENRIETTO**

Hamel, Park & Saunders  
135 S. LaSalle St. (3)  
Financial 6-3827

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President  
Finitzo Brothers  
5444 Archer Ave. (38)  
Reliance 5-4000

**ROBERT L. FOOTE**

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Sidley, Austin,  
Burgess & Smith  
11 S. LaSalle St. (3)  
State 2-5400

**PAUL J. FURLONG**

Illinois Bell Telephone Co.  
212 W. Washington St.  
(Suite 1803) (6)  
Randolph 7-2404

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Geo. Getz Corp.  
400 N. Michigan Ave. (11)  
Delaware 7-6300

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Balaban & Katz Corp.  
Chicago Theatre Bldg. (1)  
Randolph 6-5300

**RAYMOND J. GRAHAM**

Vice President  
First Federal Savings and  
Loan Association of Chicago  
1 S. Dearborn St. (3)  
Financial 6-3500

**WINFIELD GREEN**

Vice President  
Selvage & Lee, Inc.  
221 N. LaSalle St. (1)  
Central 6-7818



Addressing a special committee on lake diversion for Metropolitan Chicago is Thomas Thomas, Special Assistant Attorney General, partner, Kirkland, Ellis, Hodson, Chaffetz & Masters. Thomas represents Illinois interests in lake diversion litigation

## Governmental Affairs Committees



Participating in Annual Meeting of Chicago Heart Association were (l to r): Clarence B. Randall, retired Inland Steel Co. chairman; James C. Worthy, Vice President for Health Education and Welfare and Dr. Ancel Keys, Director, Psychological Hygiene, U. of Minnesota

**WM. GUBBINS**  
Gen. Tax Attorney  
Ill. Central R.R. Co.  
135 E. 11th Place (5)  
WAbash 2-4811

**HAROLD HALFPENNY**  
Partner  
Halfpenny & Hahn  
111 W. Washington St. (2)  
SState 2-1830

**H. P. HARGRAVE, JR.**  
Merrill Lynch, Pierce, Fenner  
& Smith Incorporated  
141 W. Jackson Blvd. (4)  
WAbash 2-8950

**EARLE F. HEFFLEY**  
Director of Public Relations  
Kemper Insurance  
20 N. Wacker Drive (6)  
FRanklin 2-8788

**MARVIN A. JERSILD**  
Gen. Attorney  
New York Central System  
LaSalle Street Station (5)  
WAbash 2-4200

**C. W. JOHNS**  
Treasurer  
The Celotex Corporation  
120 S. LaSalle St. (3)  
RAndolph 6-8460

**RICHARD S. KELLY**  
Attorney  
Container Corporation of  
America  
38 S. Dearborn St. (3)  
FRanklin 2-6161

**J. M. KLAPP**  
Asst. to Pres.  
United Air Lines, Inc.  
36 S. Wabash Ave. (3)  
RAndolph 6-5500

**JOSEPH C. LAMY**  
Attorney  
10 S. LaSalle St. (3)  
Rm. 1040  
FRanklin 2-4015

**LAURENCE R. LEE**  
Attorney  
Abbott Laboratories  
North Chicago, Ill.  
DExter 6-3080

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Secretary  
Central Division  
The Borden Company  
1815 S. Kilbourn Ave. (23)  
CRawford 7-6400

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Chicago, Burlington  
& Quincy RR Co.  
547 W. Jackson Blvd. (6)  
WAbash 2-2345 (Ext. 300)

**GEORGE R. McSWAIN**  
Adm. Asst. to Exc. Vice Pres.  
Hilton Hotels Corp.  
Palmer House  
RAndolph 6-7500 (Ext. 453)

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Vice President  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

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V.P. & Gen. Counsel Chrmn.  
Executive Committee  
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200 S. Michigan Ave. (4)  
WAbash 2-7700

**MICHAEL J. MURRAY**  
Attorney  
Sears, Roebuck & Co.  
925 S. Homan Ave. (7)  
KEstone 3-2500 (Ext. 2263)

**RICHARD J. NELSON**  
Mgr. Civic Affairs Div.  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

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Vice President  
Harris Trust & Savings Bank  
115 W. Monroe St. (90)  
461-2144

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Chicago, Aurora and Elgin  
Railway Company  
400 W. Liberty St.  
Wheaton, Ill.  
WHeaton 8-1600

**CLAUDE J. PECK, JR.**  
Manager  
Plant & Community Relations  
Joseph T. Ryerson & Son, Inc.  
P.O. Box 8000-A (80)  
ROckwell 2-2121

**F. M. PROCHOT**  
Vice President  
Polish Nat'l Alliance  
& Director, Alliance  
Printer and Publisher  
1514 W. Division (22)  
ARmitage 6-0700

**BRUCE QUISENBERRY**  
Director of Public Relations  
Automatic Electric Company  
Northlake, Ill.  
FIllmore 5-7111, ES 9-4300

**PHILLIP B. RAUE**  
Division Attorney  
Mobil Oil Co.  
59 E. Van Buren St. (5)  
HArrison 7-4641

**ROBERT I. ROTHSCHILD**  
B. Kuppenheimer & Co. Inc.  
3040 W. Lake St. (12)  
NEvada 2-2727

**D. M. SCHUYLER**  
Partner  
Schuyler, Stough & Morris  
100 W. Monroe St. (3)  
RAndolph 6-8565

**HAMILTON SMITH**  
McDermott, Will & Emery  
111 W. Monroe St. (3)  
FRanklin 2-2000

**THEODORE SMITH**  
Secretary-Treasurer  
Town & Country Restaurant  
5970 N. Ridge Ave. (26)  
EDgewater 4-5345

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Walgreen Company  
4300 Peterson Ave. (46)  
SPring 7-8400 (Ext. 414)

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Secretary  
Building Managers Assn.  
38 S. Dearborn St. (3)  
CEntral 6-5237

**S. J. STEVENS**  
Attorney  
Western Electric Co. Inc.  
Hawthorne Station (23)  
LAWndale 1-5000

**DOUGLAS F. STEVENSON**  
Stevenson, Conaghan, Hack-  
bert, Rooks and Pitts  
208 S. LaSalle St. (4)  
FRanklin 2-5600

**W. B. TAYLOR, JR.**  
President  
Chicago Pharmacal Company  
5547 N. Ravenswood Ave. (40)  
LONgbeach 1-5900

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Kirkland, Ellis, Hodson,  
Chaffetz & Masters  
Prudential Plaza (1)  
RAndolph 6-2929

**JAY TOMLIN**  
Dir., Public Relations  
Illinois Tool Works  
2501 N. Keeler Ave. (39)  
CApitol 7-2200

**JAMES TRAA**  
Mgr. of Sales  
U. S. Steel Corporation  
208 S. LaSalle St. (90)  
CEntral 6-9200

**FRANK G. URIELL**  
Pope, Ballard, Uriell,  
Kennedy, Shepard & Fowle  
33 N. LaSalle St. (2)  
Financial 6-6400

**G. H. UTTERBACK**  
Secretary-Treasurer  
The United Electric Coal  
Companies  
307 N. Michigan Ave. (1)  
CEntral 6-6580

**WILLIAM L. WATSON**  
Attorney  
American Mutual Insurance-  
Alliance  
20 N. Wacker Drive (6)  
Room 2500  
Financial 6-5190

**BENJAMIN WHAM**  
Partner  
Wham, Welch, Metzdorf  
& McKee  
231 S. LaSalle St. (4)  
FRanklin 2-8584

**ROBT. A. WILBRANDT**  
Corporate Legal Dept.  
Marshall Field & Co.  
25 E. Washington St. (2)  
DEarborn 2-4800

**RICHARD H. WISE**  
Mgr., Public Relations  
R. R. Donnelley & Sons Co.  
350 E. 22nd St. (16)  
CALumet 5-2121

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Vice President in charge  
of Planning & Research  
Inland Steel Company  
30 West Monroe Street (3)  
Financial 6-0300

**FRANK N. BARKER**  
Asst. Chief Engineer  
Atchison, Topeka & Santa Fe  
Railway Co.  
80 E. Jackson Blvd. (4)  
HArrison 7-4900

**HENRY BECK**  
Public Relations Manager  
Clark Oil & Refining  
Corporation -  
West 131st & S. Kedzie  
Blue Island, Illinois  
WATERfall 8-5200

**A. J. COCHRANE**  
Asst. to the Vice President  
The Youngstown Sheet and  
Tube Company  
111 W. Washington St. (2)  
FRanklin 2-5470

**SIDNEY G. CRAIG**  
Martin, Craig, Chester &  
Sonnenschein  
135 S. LaSalle St. (3)  
ANdover 3-1780

**IRVING CROWN**  
Vice Chairman  
Material Service Division  
General Dynamics Corporation  
300 W. Washington St. (6)  
FRanklin 2-3600

**FRED D. DAVIS**  
Superintendent  
Lockport Works  
Texaco Refinery  
Lockport, Illinois  
Bishop 2-1380

**WILLIAM DUNDAS**  
General Superintendent  
Metropolitan Sanitary District  
of Greater Chicago  
100 E. Erie St. (11)  
Superior 7-8900

**J. J. HAINES**  
President  
J. J. Haines & Associates,  
Inc.  
224 S. Michigan Ave. (4)  
WAbash 2-2022

**JOHN H. HARPER**  
Chief Staff Engineer  
Acme Steel Company  
135th and Perry (27)  
INdependence 8-9500

**D. F. HERMANN**  
Executive Assistant  
Caterpillar Tractor Co.  
600 W. Washington St.  
Peoria, Illinois

**JOHN O. INNES**  
Vice President  
John I. Hay Co.  
332 S. Michigan Ave. (4)  
HArrison 7-6616

**FRANK F. KOLBE**  
Chairman  
United Electric Coal  
Companies  
307 N. Michigan Ave. (1)  
CEntral 6-6580

**R. A. LINDGREN**  
General Mgr.  
Wisconsin Steel Division  
International Harvester  
Company  
180 N. Michigan Ave. (1)  
ANdover 3-4200

**EDWARD C. LOGELIN**  
Vice President  
United States Steel Corp.  
208 S. LaSalle St. (4)  
CEntral 6-9200

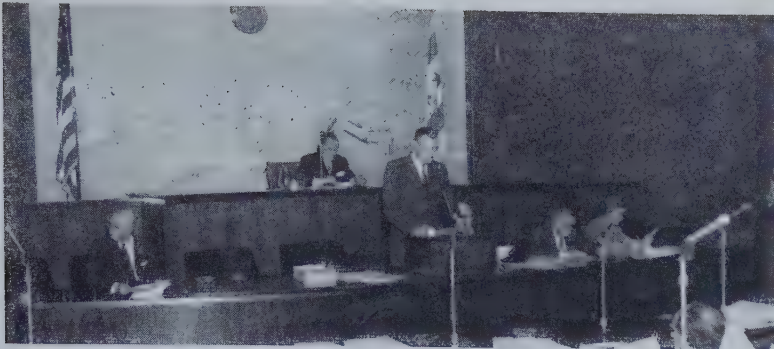
**T. B. MANN**  
Marine Manager  
The Pure Oil Company  
200 E. Golf Road  
Palatine, Illinois  
LAWrence 9-7700

**C. J. McLEAN**  
General Hydraulic Engineer  
Commonwealth Edison  
Company  
72 W. Adams St. (90)  
RAndolph 6-1200

**W. BRICEN MILLER**  
Lord, Bissell & Brook  
135 S. LaSalle St. (3)  
RAndolph 6-0466

**H. H. NORTHRUP**  
District Manager  
Republic Steel Corp.  
So. Chicago Works  
11600 S. Burly St. (17)  
BAYport 1-2000





Thomas H. Coulter, Association Chief Executive Officer, testifies before the Chicago City Council on the 1961 budget for the City of Chicago

**DONALD O'TOOLE**  
President  
Pullman Trust & Savings  
Bank  
400 E. 111th St. (28)  
PULLman 5-1000

**CLIFFORD PETERSON**  
Vice President  
Air Control, Inc.  
519 Milwaukee Ave. (22)  
HAYmarket 1-4055

**HENRY L. PITTS**  
Stevenson, Conaghan, Hack-  
bert, Rooks & Pitts  
208 S. LaSalle St. (4)  
FRanklin 2-5600

**JAMES R. STERLING**  
Secretary  
Building Managers Assn.  
38 S. Dearborn St. (3)  
CENTral 6-5237

**HARTLEY VOIGT**  
Vice President  
Blockson Chemical Company  
(Div. of Olin Mathieson  
Chemical Corp.)  
Patterson Road  
Joliet, Illinois  
Bishop 2-1230

**R. P. WASCHER**  
Plant Manager  
Corn Products Refining Co.  
Argo Plant, Argo, Illinois  
PORTsmouth 7-1700

## STATE AND MUNICIPAL REVENUE COMMITTEE 1961



**R. L. WATTLING**  
Chairman  
Partner, Defrees, Fiske,  
O'Brien, Thomson & Simmons  
105 S. LaSalle St. (3)  
FRanklin 2-4000

**CLYDE B. ABSHER**  
Supervisor  
Lybrand, Ross Bros.  
& Montgomery  
Board of Trade (4)  
HARRison 7-5070

**WM. H. AVERY**  
Partner  
Sidley, Austin,  
Burgess & Smith  
11 S. LaSalle St. (3)  
STate 2-5400

**ROSECRANS BALDWIN**  
Partner  
Arthur Young & Co.  
1 N. LaSalle St. (2)  
FINancial 6-6800

**GEORGE B. BEALL**  
Isham, Lincoln & Beale  
72 W. Adams St. (3)  
RANDolph 6-0425

**WILBUR K. BUSH**  
Dir. Land & Tax Dept.  
Chicago, Burlington  
& Quincy RR Co.  
547 W. Jackson Blvd. (6)  
WABash 2-2345 (Ext. 540)

**CHAS. G. CHESTER**  
Partner  
Martin, Craig,  
Chester & Sonnenschein  
135 S. LaSalle St. (3)  
ANDover 3-1780

**JAMES A. CUNNINGHAM**  
Partner  
Hayden Stone & Company  
141 W. Jackson Blvd. (4)  
WEbster 9-4200

**J. S. DARLING**  
Partner  
Price Waterhouse & Co.  
Prudential Plaza (1)  
FRanklin 2-8080

**ROBERT F. DICKEY**  
Principal  
Haskins & Sells  
Board of Trade (4)  
WABash 2-7640

**WILLIAM R. DILLON**  
Partner  
Concannon, Dillon, Snook  
& Morton  
111 W. Washington St. (2)  
RANDolph 6-1704

**FRANK A. EDELMAN**  
Attorney  
77 W. Washington St. (2)  
FRanklin 2-2955

**THOMAS E. FISKE**  
Attorney  
Standard Oil Co. (Ind.)  
910 S. Michigan Ave. (80)  
HARRison 7-9200

**J. J. FITZGERALD**  
Secretary and General Counsel  
Edward Hines Lumber Co.  
200 S. Michigan Ave. (4)  
WABash 2-9030

**WILLIAM GUBBINS**  
General Tax Attorney  
Illinois Central RR Co.  
135 E. 11th Place (5)  
WABash 2-4811

**HARDIN H. HAWES**  
Vice President  
Harris Trust & Savings Bank  
115 W. Monroe St. (90)  
461-2832

**C. A. KIRACOFÉ**  
General Attorney  
Lumbermans Mut. Cas. Co.  
4750 Sheridan Road (40)  
LONgbeach 1-8000

**B. M. KORN**  
Treasurer  
American Steel Foundries  
Prudential Plaza (1)  
SUPERior 7-4080

**JOHN P. LINDGRÉN**  
Tax Manager  
Arthur Andersen & Co.  
120 S. LaSalle St. (3)  
FINancial 6-6262

**L. L. MAMMOSER**  
Chief Accountant  
The Bastian-Blessing Co.  
4201 W. Peterson Ave. (46)  
MULberry 5-1121

**WALDO MAURITZ**  
Partner  
Peat, Marwick,  
Mitchell & Co.  
111 W. Monroe St. (3)  
FINancial 6-7200

**FRANCIS G. MCCLURE**  
Lybrand, Ross Bros. &  
Montgomery  
141 W. Jackson Blvd. (4)  
HARRison 7-5070

**JOHN McHUGH**  
Tax Engineer  
Commonwealth Edison  
Company  
72 W. Adams St. (90)  
RANDolph 6-1200

**PAUL H. MOORE**  
Partner  
Winston, Strawn,  
Smith & Patterson  
38 S. Dearborn St. (3)  
FINancial 6-3600

**HENRY L. PITTS**  
Partner  
Stevenson, Conaghan, Hack-  
bert, Rooks & Pitts  
208 S. LaSalle St. (4)  
FRanklin 2-5600

**NOBLE J. PUFFER**  
County Supt. of Schools  
69 W. Washington St. (2)  
FRanklin 2-3000

**C. B. RANDALL**  
Vice President  
Natural Gas Pipeline  
Co. of America  
122 S. Michigan Ave (3)  
HARRison 7-0400

**CHARLES M. RHODES**  
Asst. Treas.  
Marshall Field & Co.  
25 E. Washington St. (2)  
DEarborn 2-4800



Preston E. Peden, Director, Governmental Affairs Division makes many talks before civic groups. Here he addresses Chicago Junior League in Practical Politics course held in Civic Opera Building



## Governmental Affairs Committees

### PHILLIP C. RIZZO

City Wide Acctg. Service  
3721 W. Chicago Ave. (51)  
VAn Buren 6-5401

### WAYNE H. SCHOTT

Wade Advertising, Inc.  
20 N. Wacker Drive (6)  
Financial 6-2100

### ALBERT L. SEIDEL

Supt., Tax Division  
Natural Gas Pipeline  
Co. of America  
122 S. Michigan Ave. (3)  
Harrison 7-0400

### MARTIN F. SHANAHAN

Automatic Electric Company  
Northlake, Ill.  
Fillmore 5-7111, ES 9-4300

### ANDREW SIM

Partner  
Rempert, Sim & Williams  
141 W. Jackson Blvd. (4)  
WAbash 2-8155

### L. L. STARRETT

Treasurer  
Northern Illinois Gas Co.  
50 Fox St., Aurora  
AUrora 7-4661

### H. C. STOCKWELL

Executive Secretary  
The Civic Federation  
69 W. Washington St. (2)  
ANdover 3-3237

### CARL THOMPSON

Accounting Manager  
Oscar Mayer & Co.  
1241 Sedgwick St. (10)  
Michigan 2-1200

### K. DOUGLAS WAIDE

Dist. Adm. Manager  
Aluminum Co. of America  
520 N. Michigan Ave. (11)  
DElaware 7-8181

### AMOS H. WATTS

Partner  
Chapman & Cutler  
111 W. Monroe St. (3)  
RANdolph 6-6130

### BENJAMIN C. WILLIS

Gen. Supt. of Schools  
Chicago Board of Education  
228 N. LaSalle St. (1)  
DEarborn 2-7800

## GOVERNMENTAL AFFAIRS COUNCIL 1961

Governmental Affairs Council serves as a forum for the discussion of local, state and national issues of concern to the business community. Acts to stimulate interest of Association members and the public generally in governmental and political affairs. Works with members of the City Council, General Assembly, Congress, and administration officials in behalf of Association policies.

Membership of the Council consists of members of division's committees on Federal Revenue and Expenditures, State and Municipal Revenue, Labor-Management Relations, and Legislative in addition to the following:

### LESLIE G. AGASIM

One N. LaSalle St.  
Room 1943 (2)  
FRanklin 2-4540

### C. P. AIKMAN

Controller  
Industrial Training Institute  
2150 Lawrence Ave. (25)  
LONgbeach 1-6100

### GRAHAM ALDIS

President  
Aldis & Company  
53 W. Jackson Blvd. (4)  
HARrison 7-0260

### FRANK G. ALLEN

Secy. and Counsel  
Hubbard and Company  
200 S. Michigan Ave. (4)  
WABash 2-2135

### S. L. ANDELMAN, M.D.

Commissioner  
Chicago Board of Health  
54 W. Hubbard St. (10)  
RANdolph 6-8000

### DAN M. ANDRE

President  
Pan American Export  
& Import, Inc.  
1301 W. Belden Ave. (14)  
DIVERsey 8-3493

### EDWARD A. BACKUS

President  
George Hofbauer, Inc.  
15 S. Des Plaines St. (6)  
DEarborn 2-6437

### KENNETH C. BARR

Sales Manager  
Coverall Laundry Service,  
Inc.  
3715 N. Ashland Ave. (13)  
GRaceland 2-4646

### DAVID R. BARRY

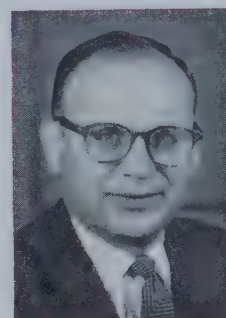
Federal Insulation Company  
168 N. Clinton (6)  
CENTral 6-7703

### MORTIMER A. BERLIN

Reliable Sales Company  
3342 Milwaukee Ave. (41)  
AVenue 2-5151

### JOHN E. BLARE

Chicago Transit Authority  
Merchandise Mart Plaza  
P.O. Box 3555 (54)  
MOHawk 4-7200



**HAROLD M. MAYER**  
Chairman

Vice President  
Oscar Mayer & Company  
1241 Sedgwick St. (10)  
Michigan 2-1200

### WILLIAM S. ADELMAN

President  
Adel Electric & Auto  
Supply Co. Inc.  
5912-14 W. Chicago Ave. (51)  
MANsfield 6-3144



Illinois Governor Otto Kerner addresses members of the Association's Governmental Affairs Committees. Division Vice President Charles B. Randall (r.) introduced governor



At joint meeting of the Legislative and State and Municipal Revenue Committees, members hear J. S. Begando, Vice President of the U. of Illinois, speak on the university's bond issue approved by voters last November



**WILLIAM M. BOLTON**  
Partner  
Martin, Johnson & Bolton  
105 S. LaSalle St. (3)  
RAndolph 6-4201

**JOHN W. BOWDEN**  
Defrees, Fiske,  
O'Brien, Thomson & Simmons  
105 S. LaSalle St. (3)  
FRanklin 2-4000

**A. J. BOYNTON**  
President  
A. J. Boynton & Co.  
111 N. Wabash Ave. (2)  
CEntral 6-8442

**ANDREW W. BRAINERD**  
1 N. LaSalle St. (2)  
CEntral 6-3170

**JOHN S. BRASKICH**  
President  
Premier Screw & Rivet Corp.  
8124 S. Hoyne Ave. (20)  
VIncennes 6-5252

**A. BRATCHER**  
Bratcher Art Mfg. Co.  
2351 W. Harrison St. (12)  
MOnroe 6-1873

**WILLIAM J. BRESLER**  
Partner  
Bresler Ice Cream Company  
4010 W. Belden Ave. (39)  
CApitol 7-6700

**DAN H. BROWN**  
President  
Brown Milling Company  
22 W. Monroe St. (3)  
RAndolph 6-7403

**EDWARD BUKER, JR.**  
President  
Coach & Car Equipment Corp.  
2860 S. Quinn St. (8)  
CALumet 5-7329

**EDWARD M. BURKE**  
Partner  
Loesch, Scofield & Burke  
10 S. LaSalle St. (3)  
FRanklin 2-8230

**MORRIS BURROUGHS**  
President  
Burroughs Midwest Ins.  
6314 S. Cottage Grove  
Ave. (37)  
MIdway 3-5700

**JOSEPH BURSHEARS**  
Frozen Food Express  
4823 S. St. Louis Ave. (32)  
CLiffside 4-8844

**WALTER G. BUSSE**  
President  
Enterprise Paper Co.  
320 N. Dearborn St. (10)  
DElaware 7-3555

**H. O. CARLSON**  
President  
Reliance Mutual Life  
Ins. Co. of Ill.  
15 S. Northwest Highway  
Park Ridge, Ill.  
NEwcastle 1-7275

**R. J. CARROLL**  
1910 W. 95th St. (43)  
BEverly 8-2230

**STANLEY G. CATHRALL**  
Mgr., Explosives Dept.  
E. I. DuPont de Nemours  
& Co.  
7250 N. Cicero Ave.  
Lincolnwood—Chicago (46)  
INdependence 3-7250

**C. JOHN CHAMBERS**  
Exec. Vice-Pres.  
West Irving State  
Bank of Chicago  
6005 W. Irving Park Rd. (34)  
SPring 7-8700

**CLARENCE E. CLARK**  
President  
Charles F. Clark, Inc.  
1403 W. Congress St. (7)  
HAYmarket 1-0700



Legislation then in Congress relating to featherbedding is studied by members of the Labor-Management Relations Committee. Byron Hill (center, r.), Manager of Labor Relations for Kraft Foods, is Committee Chairman

**RICHARD COBURN**  
President  
Coburn & Company  
732 S. Federal St. (5)  
HARRison 7-2114

**SANFORD COHN**  
Exec. Vice Pres.  
Superior Tea & Coffee Co.  
2278 Elston Ave. (14)  
HUMBoldt 9-1000

**JOHN E. COLBURN**  
President  
John Colburn Associates, Inc.  
1122 Central Ave.  
Wilmette, Ill.  
BRoadway 3-2310

**R. L. CORTY**  
President  
Corty & Company  
3704 N. Cicero Ave. (41)  
PEnsacola 6-3510

**DANIEL A. COSTIGAN**  
1 N. LaSalle St. (2)  
ANdover 3-1538

**LYDD COVENEY**  
Partner  
Arthur Andersen & Co.  
120 S. LaSalle St. (3)  
RAndolph 6-5386

**THEODORE A. CRIEL**  
Exec. Sec.  
Dump Truck Owners Assn.  
4049 W. Crystal St. (51)  
DICKens 2-5400

**JAMES W. CROWE**  
President  
So. Chgo. Chamber of Com.  
3030 E. 92nd St. (17)  
SO Chgo. 8-1951

**D. H. CUNNINGHAM**  
President  
D. H. Cunningham and Co.  
185 N. Wabash Ave. (1)  
STATE 2-5959

**R. J. CUNNINGHAM**  
President  
Coburn Engng. Co., Inc.  
1050 E. 95th St. (19)  
ESsex 5-3100

**HENRY J. CURRAN**  
President  
Suburban Oil Company  
7340 W. 15th St.  
Forest Park, Ill.  
AUstin 7-4780

**W. L. DeLAMA**  
Champion Screw Company  
4200 N. Nordica Ave. (34)  
GLadstone 7-0200

**FRED C. DALLEY**  
President  
Silvercote Products, Inc.  
161 E. Erie St. (11)  
DElaware 7-2243

**CHARLES L. DEARING**  
Executive Director  
The Illinois State Toll  
Highway Commission  
22nd St. & Midwest Rd.  
Hinsdale, Illinois  
BISHop 2-3620

**JAMES M. DELANEY**  
Partner  
Delaney & Woods  
135 S. LaSalle St. (3)  
STATE 8-8292

**FRANK L. DeLAY**  
President  
The Kellett Co.  
640 S. Miller St. (7)  
SEeley 8-3122

**J. C. DeWOLFE, JR.**  
DeWolfe & DeWolfe  
77 W. Washington St. (2)  
RAndolph 6-0320

**JOSEPH DOGAN**  
Partner  
Thor-Shackel Horseradish Co.  
3825 W. Ogden Ave. (23)  
ROCKwell 2-3214

**E. P. DONOVAN**  
Owner  
Preferred Builders  
3354 W. 95th St.  
Evergreen Park 42, Ill.  
GARDen 4-4280

**R. B. DOST**  
President  
R. B. Dost, Inc.  
2645 W. Peterson (45)  
LONgbeach 1-7458

**FREEMAN D. DOTSON**  
President  
Business Credit Company  
10 N. Clark St. (2)  
FINancial 6-3391

**THOMAS J. DRENNAN**  
President  
Chgo. Public Relations  
Associates, Inc.  
77 W. Washington St. (2)  
STATE 2-4745

**ROBERT M. DREVS**  
Asst. Vice Pres. & Secy.  
The Peoples Gas,  
Light & Coke Co.  
122 S. Michigan Ave. (3)  
431-4000

**ALLEN H. DROPKIN**  
Arvey, Hodes & Montynband  
1 N. LaSalle St. (2)  
CEntral 6-9760

**GEORGE W. DRYSDALE**  
Macwhyte Company  
228 S. Desplaines St. (6)  
RAndolph 6-2653

**SAM DUKE**  
President  
Roosevelt Chair & Sup. Co.  
3439 W. 5th Ave. (24)  
VAN Buren 6-2500

**ANDREW C. DUNN**  
Robert A. Black, Inc.  
13912 S. Halsted St. (27)  
WATERfall 8-5210

**THOMAS J. DURKIN**  
Durkin Bros. Constr. Co.  
102 W. Park Ave.  
Elmhurst, Ill.  
TERRace 2-8954

**WILLIAM J. DUROW**  
2200 Pasfield Ave.  
Household Finance Corp.  
Springfield, Ill.

**E. R. ECKERSALL**  
Vice Pres. & Gen. Counsel  
Chicago, Milwaukee, St. Paul  
& Pacific Railroad Co.  
Union Station  
CEntral 6-7600

**V. RAYMOND EDMAN**  
President  
Wheaton College  
Wheaton, Ill.  
WHEaton 8-3200

**EARL D. EISENHOWER**  
Vice President  
Life Printing & Publishing  
Co. Inc.  
5304 W. 25th Street  
Cicero 50, Illinois  
BISHop 2-2345

**ALEX J. EVANOFF**  
President  
Nycoproducts Co., Inc.  
1801 S. Jefferson St. (16)  
SEeley 3-3455

**A. T. EVERHAM**  
President  
Midwestern Contractors, Inc.  
130 W. Liberty Drive  
Wheaton, Ill.  
WHEaton 8-3420

**F. A. FAVILLE**  
Faville-LeVally Corporation  
222 W. Adams St. (6)  
CEntral 6-8860

**R. G. FERGUSON**  
Isham, Lincoln & Beale  
72 W. Adams St. (3)  
RAndolph 6-0425

**R. W. FERNSTROM**  
President  
Fernstrom Storage &  
Van Company  
P.O. Box 368, Oakton Sta.  
Des Plaines, Ill.  
LONgbeach 1-5206

**PAUL C. FISHER**  
President  
Fisher Pen Company  
7333 W. Harrison St.  
Forest Park, Ill.  
AUstin 7-1513

**JAMES M. FITZ**  
Vice-President  
Trundie Consultants Inc.  
208 S. LaSalle St. (4)  
STATE 2-1686

**KENNETH L. FOX, JR.**  
Kenneth L. Fox & Company  
400 W. Madison St. (6)  
CEntral 6-7590

**CHARLES FREEMAN**  
Managing Director  
National Calculating  
Service, Inc.  
30 W. Washington St. (2)  
FRanklin 2-8204

**BUSHNELL FULLERTON**  
Asst. Sec.  
American Hosp. Supply Corp.  
2020 Ridge Ave.  
Evanston, Ill.  
UNiversity 4-6050

**G. F. GETZ, JR.**  
President  
George Getz Corporation  
400 N. Michigan Ave. (11)  
DElaware 7-6300

**V. H. GIES**  
Vice President  
Mars Inc.  
2019 N. Oak Park Ave. (35)  
MErrimac 7-3000

**DAVID M. GOODER**  
Partner  
Lord, Bissell & Brook  
135 S. LaSalle St. (3)  
RAndolph 6-0466

**LAWRENCE GOODMAN**  
President  
Goodman Community Corp.  
3151 N. Halsted St. (14)  
LAkeview 8-1200



## Governmental Affairs Committees

### JOHN GRAFF

Newhouse & Hawley, Inc.  
175 W. Jackson Blvd. (4)  
Harrison 7-7890

### ERRETT O. GRAHAM

Graham & McElligott  
111 W. Washington St. (2)  
DEarborn 2-5800

### HERMAN GRANT

Worker's Plan, Inc.  
10 N. Clark St. (2)  
DEarborn 2-2500

### PHILIP J. GREEN

Personnel Director  
Edward Don & Company  
2201 S. LaSalle St. (16)  
CALumet 5-1382

### WINFIELD GREEN

Vice President  
Selvage & Lee, Inc.  
221 N. LaSalle St. (1)  
CENTral 6-7818

### NATHANIEL I. GREY

Foss, Schuman & Drake  
11 S. LaSalle St. (3)  
STATE 2-6246

### STEPHEN GRYGLAS

President  
Acme Tool & Specialties Co.  
224 N. Loomis St. (7)  
HAYmarket 1-6765

### DURWARD O. GUTH

President  
Guth Chemical Company  
850 W. Weed Street (22)  
Michigan 2-4676

### R. J. HALL

Vice President  
A & H Lithoprint, Inc.  
710 S. Federal St. (5)  
WABash 2-1430

### L. EDW. HART, JR.

Partner  
Rothschild, Hart,  
Stevens & Barry  
105 S. LaSalle St. (3)  
FRanklin 2-2345

### RICHARD E. HAUSLEIN

Labor Rel. Mgr.  
Flexonics Corporation  
(Subsidiary of Calumet &  
Hecla)  
1315 S. Third Ave.  
Maywood, Illinois  
MANsfield 6-3664

### RUSSELL N. HEAD

111 W. Washington St. (2)  
STATE 2-0500

### HARRY HEDLUND

Harry Hedlund & Associates  
11 S. LaSalle St. (3)  
FRanklin 2-0478

### EDWARD M. HENSLEY

President  
Excello Color Corp.  
1548 W. Cortland St. (22)  
SPaulding 2-2230

### RAYMOND C. HERRIGES

Main State Bank  
1965 Milwaukee Ave. (47)  
BRunswick 8-6800

### FREDERICK J. HERTZ

Hertz, Cook & Flynn  
209 S. LaSalle St. (4)  
ANDover 3-6628

### RAYMOND G. HILGER

President  
Aircraft Production Engrs.  
1834 W. 59th St. (36)  
HEmlock 4-0500

### ALBERT H. HINKLE

Partner  
Ernst and Ernst  
231 S. LaSalle St. (4)  
ANDover 3-5300

### EDW. C. HINTZPETER

The Hintzpeter Agency  
208 S. LaSalle St. (4)  
Financial 6-0184

### DON HODGMAN

Gilbert-Hodgman, Inc.  
1625 W. 75th Pl. (20)  
TRIangle 4-7540

### W. T. HOFSTETTER

Woodson, Pattishall  
& Garner  
Prudential Plaza (1)  
Michigan 2-9518

### CHARLES E. HOLST

President  
Chicago Communication  
Service, Inc.  
4158 W. 54th St. (32)  
LUdlow 5-4300

### M. E. HOLT

President  
Interstate Dispatch, Inc.  
Div. of Wilson Freight  
Forwarding Co.  
3636 S. Western Ave. (9)  
FRontier 6-4400

### WARREN C. HORTON

Partner  
Horton, Davis & McCaleb  
208 S. LaSalle St. (4)  
CENTral 6-4711

### ROBERT E. HUGHES

Mgr. Communications &  
Community Relations  
Hotpoint Co., Div. of  
General Electric Co.  
5600 W. Taylor St. (44)  
MANsfield 6-2000

### JOHN W. HUPP

Defrees, Fiske, O'Brien,  
Thomson & Simmons  
105 S. LaSalle St. (3)  
FRanklin 2-4000

### WAYNE B. IRWIN

Cullom & Gertner Co.  
202 S. State St. (4)  
HARRison 7-9282

### JACK ISENSTEIN

Plant Manager  
Stein Hall & Co., Inc.  
3742 S. Loomis Place (9)  
LAFayette 3-0350

### EDWIN W. JACKSON

Isham, Lincoln & Beale  
72 W. Adams St. (3)  
RANDolph 6-0425

### JESSE A. JACOBS

Jesse A. Jacobs & Associates,  
Inc.  
75 E. Wacker Dr. (1)  
STATE 2-7525

### J. L. JACOBS

Managing Partner  
J. L. Jacobs & Co.  
53 W. Jackson Blvd. (4)  
HARRison 7-8162

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Congressman Sidney R. Yates (r) and Charles W. Davis, of Hopkins, Sutter, Owen, Mulroy & Wentz, chat with Preston Peden prior to Association Board meeting at which Yates and Davis spoke



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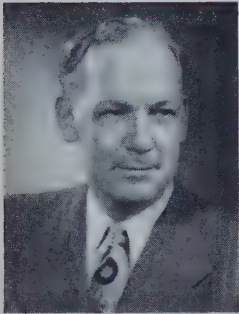
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City Hall  
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#### JAMES W. CROWE

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2100 E. 87th St. (17)  
ESsex 5-6833



Clifford G. Erickson, Dean of Television Instruction of the Chicago City Junior College addresses the November meeting of the Association's Committee on Education in the Association's Conference Room



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2633 W. Grand Ave. (12)  
BRunswick 8-8682



Oscar G. Mayer (2nd from r) presents plaque to George A. Barnes (2nd from l) Supervising Captain Retired, Chicago Police Department, for "integrity in coping with complicated human relations situations." Association President Paul W. Goodrich (l) and Jesse Jacobs, former Health Education and Welfare Division Director (r) participated in ceremonies.

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Office of the County Supt.  
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RANDolph 6-2385



At April Industrial Development Committee Meeting was this interested group: (l to r) James Rice, V.P. and General Manager, Clearing Industrial District; Paul Reynolds, V.P. Dovenmuehle, Inc.; Frank Flick, President, Flick-Reedy Corp.; J. C. Weiland, Industrial Agent, CB & Q RR; and John Carter, Asst. Secretary, Inland Steel Co.





At a recent meeting of the Industrial Development Committee were (seated l to r): Harold J. Roth, Northern Illinois Gas Co.; Vice President for Industrial Development, Thomas G. Ayers, Vice President, Commonwealth Edison Co.; John Carter, Assistant Secretary, Inland Steel Co.; (standing l to r): Norman Jacobson, Executive Business Editor, Haywood Publishing Co. of Illinois; Theodore S. Leviton, President, Venture Corporation

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Ten Lilac Lane  
Lombard, Ill.  
Mayfair 9-1100

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Elgin, Ill.  
Tennyson 7-8612

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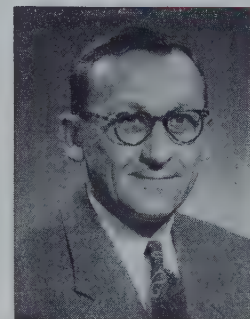
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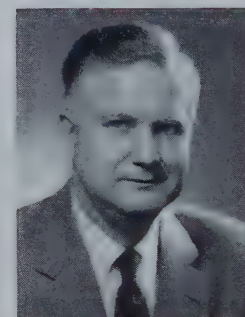
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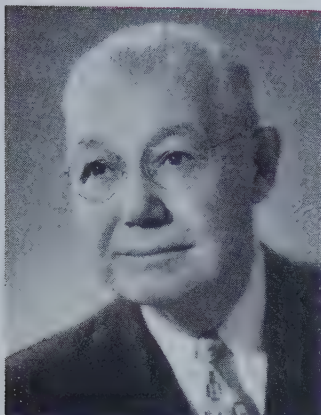
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WHitehall 3-2970

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Brit. Overseas Airways Corp.  
67 E. Madison St. (2)  
DEarborn 2-7744

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Chief Pilot, Flight Operations  
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NAtional 5-6349

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Public Rel. Representative  
Pan American World  
Airways System  
30 S. Michigan Ave. (3)  
DEarborn 2-4900

**H. G. EDGERTON**  
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The Flying Tiger Line, Inc.  
1716 S. Prospect Ave.  
Park Ridge, Ill.  
POrtsmouth 7-8200

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400 N. Michigan Ave. (11)  
SUperior 7-2186

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National Aero Sales Corp.  
5320 W. 63rd St. (38)  
LUdlow 5-1200

**PAUL HOLMES FALTSEK**  
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Livingston & Associates  
218 E. Ontario St. (11)  
WHitehall 3-1755

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Master Gauge Company  
1150 W. Grand Ave. (22)  
MOonroe 6-2705

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Plastercraft, Inc.  
2756 Ogden Ave. (8)  
LAfayette 1-4111

**M. I. FRENCH**  
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Lumbermens Mut. Cas. Co.  
4750 Sheridan Rd. (40)  
LOngbeach 1-8000

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Everhot Products Co., Div. of  
Federal Auto Prod. Co., Inc.  
314 N. Damen Ave. (12)  
MOonroe 6-4600

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REAL Airlines  
27 E. Monroe St., Rm. 400 (3)  
CEntral 6-4622

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Continental Air Transport  
Co., Inc.  
5511 S. Cicero Ave. (38)  
LUdlow 5-7171

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HAYmarket 1-6765

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2531 W. 48th St. (32)  
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**E. PHILLIP HALE**  
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111 W. Washington St. (2)  
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ARmitage 6-3001

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Shell Oil Company  
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HArrison 7-3080

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Icelandic Airlines  
37 S. Wabash Ave. (3)  
FIancial 6-2341

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Trans World Airlines, Inc.  
37 S. Wabash Ave. (3)  
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Harza Engineering Co.  
400 W. Madison St. (6)  
RAndolph 6-3451

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Lufthansa German Airlines  
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**JOS. A. HENEGBRY, JR.**  
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Butler Aviation  
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POrtsmouth 7-4400

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Assoc. Aviation Underwriters  
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WBash 2-1040

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Mayer, Friedrich, Spiess,  
Tierney, Brown & Platt  
231 S. LaSalle St. (4)  
SState 2-0600

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Manager Chicago Office  
United States Aviation  
Underwriters, Inc.  
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WBash 2-3456

**ERNEST HOLVAY**  
Traffic Manager  
Aldens, Inc.  
5000 W. Roosevelt Road (7)  
COLumbus 1-8600

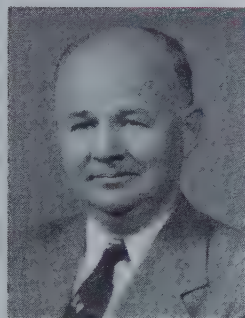
**CLAUDE A. HUTT**  
Midwest District Manager  
Varig Airlines  
37 S. Wabash Ave. (3)  
SState 2-4688

**EUGENE W. KETTERING**  
Dir. of Res., Elec.-Mot. Div.  
General Motors Corp.  
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LA Grange, Ill.  
HUNter 5-1000

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American Airlines, Inc.  
Prudential Plaza 16th Floor (1)  
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Special Assistant to Pres.  
United Air Lines  
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REliance 5-0200

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& Suhr, Inc.  
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Inc.  
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FRanklin 2-1728

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Braniff Internatl. Airways  
119 S. State St. (3)  
RAndolph 6-0196

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Consultant  
546 W. Washington St. (6)  
ANdover 3-2249

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Tierney, Brown & Platt  
231 S. LaSalle St. (4)  
STate 2-0600

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United States Radium Corp.  
5942 W. Chicago Ave. (51)  
MANsfield 6-4678

### WILLIAM ROSENQUIST

Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

### CHARLES M. RUCKER

Chicago Area Manager  
Ozark Air Lines  
5700 S. Cicero Ave. (38)  
LUDlow 5-1952

### CHARLES W. RUMMLER

Rummler & Snow  
7 S. Dearborn St. (3)  
CENTral 6-3418

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Frank L. Erion Company  
215 S. Wacker Drive (6)  
DEarborn 2-0800

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Chicago Sun-Times  
401 N. Wabash Ave. (11)  
WHitehall 3-3000

### J. WILLIAM SCHMUCK

Pan American World Airways  
30 S. Michigan Ave. (3)  
DEarborn 2-4900

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Beautility Corporation  
3657 N. Halsted St. (13)  
DIVERsey 8-7000

### RICHARD G. SHAY

Midwest Regional Sales  
Manager  
Irish International Airlines  
37 S. Wabash Ave.,  
Rm. 608 (3)  
FRanklin 2-2214

### DANIEL D. SKORD

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Central Metal Strip Co.  
4343 N. Western Ave. (18)  
JUNIper 8-7400

### GEORGE O. STAYMAN

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Delta Air Lines  
67 E. Monroe St. (3)  
FINancial 6-5344

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King-Stevenson Oil Co.  
200 S. Michigan Ave. (4)  
WABash 2-4300

### R. C. STOCKTON

General Traffic Manager  
Stewart-Warner Corporation  
1826 Diversey Pkwy. (14)  
LAkeview 5-6000 (Ext. 319)

### JOHN W. STORER

Attorney  
Jacobs, Miller,  
& Lederleiner  
33 N. LaSalle St. (2)  
DEarborn 2-0913



Discussing National Aircraft Noise Abatement program at Aviation Committee meeting (l to r), Brig. Gen. Jack Cram, USMC (Ret.); J. L. Donoghue, V. Chairman of Committee, President, Ralph H. Burke, Inc. and Lowell E. Geffinger, also a Committee V. Chairman, Marketing Supervisor, Commonwealth Edison Co.



Examining first of 3 Chicago Area Transportation report volumes (l to r): George Irvine, Association's Transportation Division Vice President; Dr. J. Douglas Carroll, Study Director, and Harold M. Mayer, Chairman, Association's Research Clearing House Committee



**R. F. STURGIS, JR.**  
Vice President and Treas.  
The Pure Oil Company  
200 E. Golf Road  
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Lawrence 9-7700

**BURTON H. TEMKIN**  
Regional Director  
Credit Data Corporation  
230 N. Michigan Ave.,  
Rm. 2320 (1)  
Financial 6-8252

**WAYNE THOMIS**  
Aviation Editor  
Chicago Tribune  
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Superior 7-0100

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Trans-World Airlines, Inc.  
37 S. Wabash Ave. (3)  
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American Express Company  
18 S. Michigan Ave. (3)  
Franklin 2-6565

**WILLIAM R. VANCE**  
Manager Aviation Dept.  
R. H. Gore & Co.  
209 S. LaSalle St. (4)  
CENTral 6-4400

**RICHARD WEBBER**  
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Spiegel, Inc.  
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YARds 7-5600 (Ext. 2421)

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Business Research Corp.  
105 S. LaSalle St. (3)  
RANDolph 6-4162

**J. R. WELSBY**  
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Airports & Airlines  
Standard Oil Company  
910 S. Michigan Ave. (80)  
HARRison 7-9200

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Insurance Co.  
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RANDolph 6-1060

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Mid-States Aviation Corp.  
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Northbrook, Ill.  
INdependence 3-1234

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Percy Wilson Mortgage  
& Finance Corp.  
134 N. LaSalle St. (2)  
CENTral 6-8270

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Corporate Air Transport, Inc.  
332 S. Michigan Ave. (4)  
WABash 2-8717

**FRANKLIN L. WINSHIP**  
Vice President  
Marsh & McLennan, Inc.  
231 S. LaSalle St. (4)  
Financial 6-1400 (Ext. 551)

## EX OFFICIO

**ARTHUR E. ABNEY**  
Director  
State of Ill. Dept. of Aero.  
Capital Airport  
Springfield, Ill.  
LAKeside 8-3413



At a Postal Service Committee Meeting were: (seated, l to r): Carl A. Schroeder, Chicago Postmaster; S. F. Kirby, Chairman of the Committee, Executive Vice President, National Council on Business Mail; Lester M. Barritt, Assistant Postmaster and (standing) Arthur Maurer, Assistant Director, Transportation Division

**F. D. BELLAMY**  
District Airport Engineer  
Federal Aviation Agency  
433 W. Van Buren St.  
Room 1301 (7)  
WEBster 9-2697

**FRANCIS E. CALLAHAN**  
Deputy Commis. of Aviation  
Room 1000, City Hall (2)  
RANDolph 6-8000

**JOHN A. CASEY**  
General Manager, Airport  
Operations  
Department of Aviation  
Room 1000, City Hall (2)  
RANDolph 6-8000, Ext. 2373

**GEORGE DeMENT**  
Com., Dept. of Pub. Works  
City of Chicago  
Rm. 406, City Hall (2)  
RANDolph 6-8000 (Ext. 2121)

**WM. E. DOWNES, JR.**  
Commissioner of Aviation  
Room 1000, City Hall (2)  
RANDolph 6-8000 (Ext. 2370)

**J. P. DUNNE**  
Deputy Commissioner of  
Aviation  
Room 1000, City Hall (2)  
RANDolph 6-8000

**JOHN E. EGAN**  
Alderman, 13th Ward  
City of Chicago  
City Hall (2)  
RANDolph 6-8000

**CAPT. B. B. LIPSNER**  
Chicago Aero Commission  
1062 Bryn Mawr Ave. (40)  
LONgbeach 1-2133

**HOWARD R. OLSON**  
Associate Director  
Northeastern Illinois Metro-  
politan Area Planning Comm.  
72 W. Adams St. (3)  
ANDover 3-1266

**DAN LEE SMITH**  
Safety Representative  
State of Ill. Dept. of Aero.  
Chicagoand Airport  
Wheeling, Ill.  
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**JAMES E. STRUNCK**  
Assistant Corporation Counsel  
City Hall (2)  
RANDolph 6-8000, Ext. 867

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Vice Pres. & Midwest  
Regional Manager  
United Parcel Service  
601 W. Harrison St. (7)  
WABash 2-0800

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Mgr., Delivery Serv. Div.  
Marshall Field & Co.  
601 W. Polk St. (7)  
WABash 2-3400

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District Manager  
Jasper & Chicago Motor  
Express, Inc.  
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CALumet 5-8222

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Cushman Motor Delivery Co.  
1480 W. Kinzie St. (22)  
HAYmarket 1-6613

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175 W. Jackson Blvd. (4)  
HARRison 7-5640

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1317 S. State St. (5)  
HARRison 7-0580

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NEvada 2-2727

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COLUMbus 1-8600

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Carson, Pirie, Scott & Co.  
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STATE 1-2000

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Cartage Detail  
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WABash 2-4747

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Elmwood Park 35, Ill.  
GLADstone 2-8332

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Under Sheriff, Sheriff's  
Highway Police  
1022 County Bldg. (2)  
FRANKlin 2-3000

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Illinois State Highway Police  
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Springfield, Ill.  
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Chairman, Frt. Agts. Assoc.  
c/o Stock Yards Dist. Agcy.  
Rm. 814, Exchange Building  
U.S. Yards (9)  
YARds 7-3800

## CALUMET SAG COMMITTEE 1961



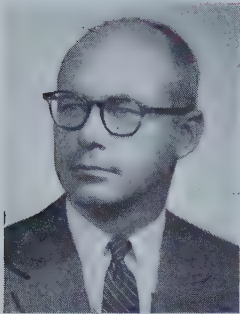
**WM. BRICEN MILLER**  
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Partner  
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135 S. LaSalle St. (3)  
RANDolph 6-0466

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**GEORGE L. IRVINE**  
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840 S. Canal St. (80)  
WABash 2-5611

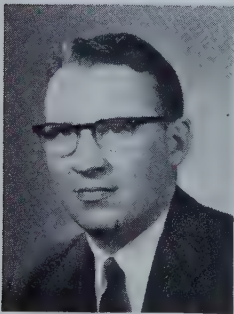


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Chicago Tribune  
435 N. Michigan Ave. (11)  
SUperior 7-0100

**J. B. CHAMBERLAIN**  
Traffic Department  
Quaker Oats Co.  
Merchandise Mart (54)  
WHitehall 4-0600

**J. S. CHARTRAND**  
Vice President Transportation  
Dept., Board of Trade of the  
City of Chicago  
141 W. Jackson Blvd. (4)  
WABash 2-2800

**A. J. COCHRANE**  
Assistant to Vice President  
The Youngstown Sheet and  
Tube Company  
111 W. Washington St. (2)  
FRanklin 2-5470

**MAXIM M. COHEN**  
General Manager  
Chicago Reg. Port District  
360 N. Michigan Ave. (1)  
FRanklin 2-5632

**OTTO H. CROUCH**  
South End Chamber of Com.  
Vice President  
Union National Bk. of Chicago  
11108 S. Michigan Ave. (28)  
INteroceen 8-6500

**WILLIAM E. DEE**  
President  
Dee Bros. Builders Supply Co.  
301 S. Center  
Hillside, Ill.  
Linden 4-6220

**R. P. DeGROOTE**  
Manager-Secy.  
Associated Great Lakes  
Freight Conferences  
108 N. State St. (2)  
STate 2-0661

**F. W. EDWARDS**  
Mgr. Chicago Office  
Stanley Engineering Co.  
208 S. LaSalle St. (4)  
ANdover 3-0438

**ABRAHAM FELDMAN**  
President  
Lake-River Terminals, Inc.  
5005 S. Harlem Ave.  
Berwyn, Ill.  
Bishop 2-2300

**H. M. GILLESPIE**  
Midwest Regional Manager  
American Export Lines  
168 N. Michigan Ave. (1)  
STate 2-0535

**E. J. GOEBEL**  
President  
Chicago, Duluth & Georgian  
Bay Transit Co.  
118 W. Monroe St. (3)  
RAndolph 6-2960

**GEORGE A. HALE**  
Owner  
Marine Inspection Engineers  
Rm. 200, 100 W. Monroe St. (3)  
FRanklin 2-6584

**J. J. HALL**  
President  
General Transport Equip-  
ment Co., Inc.  
3200 S. Western Ave. (8)  
FRontier 6-8070

**E. H. HARMS**  
President  
Phelps Agency, Inc.  
333 N. Michigan Ave. (1)  
FRanklin 2-1331

**ERWIN C. HEININGER**  
Mayer, Friedlich, Spiess,  
Tierney, Brown & Platt  
231 S. LaSalle St. (4)  
STate 2-0600

**JOHN J. HOGAN**  
Attorney  
Patterson, Franks & Hogan  
100 N. LaSalle St. (2)  
RAndolph 6-6091

**CARL B. JACOBS**  
Vice President, Raw  
Materials Dept.  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**J. L. JACOBS**  
Managing Partner  
J. L. Jacobs & Company  
53 W. Jackson Blvd. (4)  
HArrison 7-8162

**ERIK A. JOHNSON**  
General Traffic Manager  
Bemis Bro. Bag Co.  
110 N. Wacker Drive (6)  
Financial 6-6633

**HJALMAR W. JOHNSON**  
Vice President  
In Charge of Planning & Res.  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**CAPT. DAVID A. JONES**  
Midwest Manager  
Isbrandtsen Company, Inc.  
169 W. Wacker Drive (1)  
RAndolph 6-6732

**R. L. KOHL**  
President  
Midwest Steamship  
Agency, Inc.  
327 S. LaSalle St. (4)  
HArrison 7-4024

**EDWIN A. KUECKER**  
President  
Kuecker Steamship  
Services, Inc.  
6 N. Michigan Ave. (2)  
RAndolph 6-0168

**WALTER L. LANE**  
De Leuw, Cather & Company  
150 N. Wacker Drive (6)  
Financial 6-0424

**KEVIN T. LEVINS**  
Executive Vice President  
Calumet Harbor Terminals,  
Inc., 12800 Butler Drive (33)  
MITchell 6-1400

**PAUL D. LIERBOE**  
2104 N. 76th Court  
Elmwood Park 35, Ill.  
GLadstone 3-0982

**DONALD R. MARKHAM**  
Executive Director  
National Furniture Ware-  
housemen's Association  
175 W. Jackson Blvd. (4)  
HArrison 7-1848

**CAPT. D. J. McGARITY**  
Vice President Western Div.  
The Great Lakes Towing Co.  
20 N. Wacker Drive (6)  
DEarborn 2-7404

**JOHN T. MEAD**  
Assistant Secretary  
Venture Corporation  
53 W. Jackson Blvd. (4)  
HArrison 7-4343

**STEPHEN A. MITCHELL**  
Mitchell and Conway  
141 W. Jackson Blvd. (4)  
WABash 2-0744

**J. T. MOORE**  
Assistant Traffic Manager  
International Harvester Co.  
180 N. Michigan Ave. (1)  
ANdover 3-4200

**ROBT. C. OCKERLUND**  
Ockerlund Wood Prod. Co.  
4911 N. Lincoln Ave. (25)  
LONgbeach 1-0404

**CHARLES P. RAYMAN**  
Regional Manager  
Maryland Port Authority  
38 S. Dearborn St. (3)  
RAndolph 6-3104

**LEONARD ROSE**  
Attorney  
1 N. LaSalle St. (2)  
CENTral 6-6091

**WILLIAM M. RYAN**  
District Manager  
Harnischfeger Corp.  
110 N. Wacker Drive (6)  
ANdover 3-6510

**ARNOLD SOBEL**  
Vice President  
Material Service Corporation  
300 W. Washington St. (6)  
FRanklin 2-3600



Meeting of Motor Carrier Committee of Industrial Traffic Council (l to r): E. Onchuck; Arthur Maurer; E. T. Keen; Hugh Crawford; J. J. Kulbaitis; Jerome Hewitt; H. A. Schuster; F. A. Johnson; M. H. Frumes; E. E. Haugh. Kulbaitis is Committee Chairman



**HAROLD E. SPENCER**

Partner  
Belnap, Spencer, Hardy &  
Freeman  
1 N. LaSalle St. (2)  
Central 6-0204

**JOHN C. STURGIS**

Vice President  
Continental Illinois National  
Bank & Trust Co.  
231 S. LaSalle St. (90)  
State 2-9000 (Ext. 2472)

**HERBERT L. TAYLOR**

Division Manager, Fitz Simons  
& Connell Dredge & Dock Div.  
Merritt-Chapman & Scott  
Corp.  
3025 E. 104th St. (17)  
Regent 1-0430

**THOMAS W. TEARNEY**

Kirkland, Ellis, Hodson,  
Chaffetz & Masters  
Prudential Plaza (1)  
Randolph 6-2929

**FRANK E. TRAGER**

Vice President  
American Molasses Co.  
330 E. North Water St. (11)  
Whitehall 4-5588

**ALBAN WEBER**

University Attorney  
Northwestern University  
619 Clark St.  
Evanston, Ill.  
UNiversity 4-1900 (Ext. 605)

**HARVEY WIENKE**

McBride, Baker, Wienke  
& Schlosser  
110 N. Wacker Drive (6)  
Financial 6-6191

**NELSON WORKS, JR.**

Vice President  
The Northern Trust Company  
50 S. LaSalle St. (90)  
Financial 6-5500

**EX OFFICIO****RAHE O. HORNING**

Manager  
Great Lakes Division  
Mississippi Valley Association  
209 S. LaSalle St. (4)  
DEarborn 2-6072

**CAPT. JOHN MANLEY**

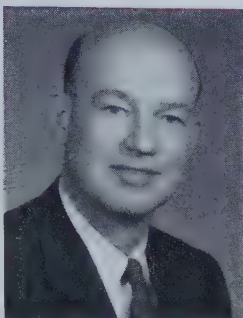
Port Director  
Dept. of the Port of Chicago  
City of Chicago  
Navy Pier (11)  
Randolph 6-8000 (Ext. 2274)

**BRIG. GEN. T.****De F. ROGERS**

Division Engineer  
North Central Division  
Corps of Engineers, U.S. Army  
536 S. Clark St. (5)  
Harrison 7-7523

**LT. M. A. RUBINROIT**

Officer in Charge  
Navy Branch Hydrographic  
Office  
36 W. Jackson Blvd. (4)  
Webster 9-3642

**INLAND  
WATERWAYS  
SECTION****ELLIOTT C. YOUNGBERG**

Chairman  
General Traffic Manager  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**WALTER S. BALTIS**

President  
Baltis Built Homes, Inc.  
1911 S. Mannheim Road  
Westchester, Ill.  
Fillmore 5-0230

**GLEN W. BEEMAN**

Fuel Agent  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
Randolph 6-1200

**WILLIAM S. BISHOP**

The Bishop Company  
29 E. Madison St. (2)  
State 2-6065

**H. C. J. BOULE'**

Chicago Sales Manager  
Consolidated Freight-  
ways, Inc.  
715 S. 25th Ave.  
Bellwood, Ill.  
Linden 7-8400

**STUART B. BRADLEY**

Partner  
Bradley, Pipin, Vetter & Eaton  
135 S. LaSalle St. (3)  
Franklin 2-3827

**A. J. COCHRANE**

Asst. to Vice President  
The Youngstown Sheet and  
Tube Company  
111 W. Washington St. (2)  
Franklin 2-5470

**MAXIM M. COHEN**

General Manager  
Chicago Reg. Port District  
360 N. Michigan Ave. (1)  
Franklin 2-5632

**J. J. CONNORS**

General Manager  
Terminal Services Division  
North American Car  
Corporation  
77 S. Wacker Drive (6)  
Financial 6-0400

**HAROLD N. COURSEN**

President  
The Coursen Co., Inc.  
2118 N. Wayne Ave. (14)  
Eastgate 7-5333

**H. A. DAVIS**

Davis, Pain & Co.  
223 W. Jackson Blvd. (6)  
Harrison 7-9620

**CHARLES L. DEARING**

Executive Director  
The Illinois State Toll  
Highway Commission  
22nd St. and Midwest Road  
Hinsdale, Ill.  
Bishop 2-3620

**Transportation Committees****WILLIAM E. DEE**

President  
Dee Bros. Builders Supply Co.  
301 S. Center  
Hillside, Ill.  
Linden 4-6220

**ABRAHAM FELDMAN**

President  
Lake-River Terminals, Inc.  
5005 S. Harlem Ave.  
Berwyn, Ill.  
Bishop 2-2300

**HARRY FOILES**

Secretary-Treasurer  
A.T.I. Trucking Co.  
3241 S. Shields Ave. (16)  
Danube 6-2100

**GEORGE W. FRASER**

Genl. Supt. of Marine Dept.  
Standard Oil Company (Ind.)  
910 S. Michigan Ave. (5)  
Harrison 7-9200

**J. J. HAINES**

President  
J. J. Haines and Assoc., Inc.  
224 S. Michigan Ave. (4)  
WAbash 2-2022

**GEORGE A. HALE**

Owner  
Marine Inspection Engineers  
100 W. Monroe St. (3)  
Franklin 2-6584

**KENNETH L. HALES**

President  
Chicago Towing Co.  
120 S. LaSalle St. (3)  
DEarborn 2-1731

**J. J. HALL**

President  
General Transport Equipment  
Co., Inc.  
3200 S. Western Ave. (8)  
FRontier 6-8070

**R. J. HARDY**

Belnap, Spencer, Hardy &  
Freeman  
1 N. LaSalle St. (2)  
Central 6-0204

**DONALD M. HASKELL**

Jacobs, Miller & Lederleitner  
33 N. LaSalle St. (2)  
DEarborn 2-0913

**CHARLES W. HAWKINS**

Sales Mgr., Accident & Health  
W. W. Durham & Co., Inc.  
231 S. LaSalle St. (4)  
State 2-9330

**CHARLES W. HESS**

President  
Speco, Inc.  
3946 Willow Road  
Schiller Park, Ill.  
GLadstone 5-7240

**THOMAS M. HILLS**

Suite 612  
79 W. Monroe St. (3)  
Central 6-1692

**JOHN J. HOGAN**

Attorney  
Patterson, Franks & Hogan  
100 N. LaSalle St. (2)  
Randolph 6-6091

**N. C. HORN**

General Agent  
Federal Barge Lines, Inc.  
141 W. Jackson Blvd. (4)  
WEbster 9-5331

**W. W. HUGGETT**

President  
North Pier Terminal Co.  
444 Lake Shore Drive (11)  
Superior 7-5606

**JOHN O. INNES**

Vice President  
John I. Hay Co.  
332 S. Michigan Ave. (4)  
Harrison 7-6616

**W. C. JINKINS**

Northern Division Manager  
Hall Freight Lines Inc.  
412 W. 37th Pl. (9)  
KENwood 6-7030

**HJALMAR W. JOHNSON**

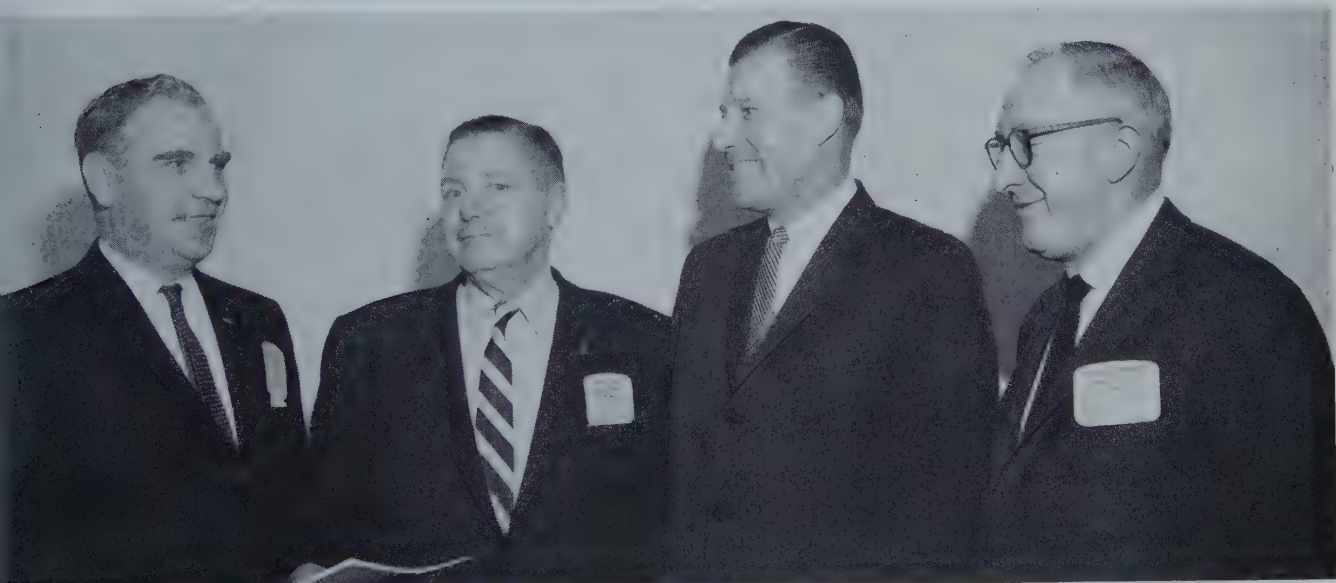
Vice Pres. in Charge of  
Planning & Research  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**CAPT. DAVID A. JONES**

Midwest Manager  
Isbrandtsen Company, Inc.  
169 W. Wacker Drive (1)  
Randolph 6-6732

**I. KARZEN**

I. Karzen Trucking Co.  
864 N. Kedzie Ave. (51)  
KEYstone 3-6200



Chicago and Secondary Airport and Heliport Committee meets. Among those attending (l to r) were: Marion G. Hocker, chairman, Chicago Area Airport and Heliport Planning subcommittee; Chester R. Davis, president, Northeastern Illinois Metropolitan Area Planning Commission; Thomas H. Coulter; Paul Oppermann, Executive Director, Northeastern Illinois Metropolitan Area Planning Commission

## Transportation Committees

### JOHN L. KILLIAN

Senior Consultant  
John L. Killian & Associates  
224 S. Michigan Ave. (4)  
Suite 705  
WAbash 2-8165

### ERIC W. LAGER

President  
Indiana-Michigan Corp.  
200 S. Michigan Ave. (4)  
Harrison 7-9385

### WALTER L. LANE

De Leuw, Cather & Co.  
150 N. Wacker Drive (6)  
Financial 6-0424

### DONALD T. LEES

Chicago Tri-Cities Motor  
Freight, Inc.  
3200 S. St. Louis Ave. (23)  
CLiffside 4-1717

### KEVIN T. LEVINS

Executive Vice President  
Calumet Harbor Terminals,  
Inc.  
12800 Butler Drive (33)  
MITchell 6-1400

### PAUL D. LIERBOE

2104 N. 76th Court  
Elmwood Park 35, Ill.  
GLadstone 3-0982

### RICHARD LOSTUTTER

Treasurer  
Lemont Chamber of  
Commerce  
Box 83, Lemont, Ill.  
CLearwater 7-2288

### EUGENE K. LYDON

President  
Great Lakes Dredge &  
Dock Company  
228 N. LaSalle St. (1)  
STate 2-2690

### T. B. MANN

Marine Manager  
The Pure Oil Company  
200 E. Golf Road  
Palatine, Ill.  
LAWrence 9-7700

### CAPT. D. J. McGARITY

Vice President, Western Div.  
The Great Lakes Towing Co.  
20 N. Wacker Drive (6)  
DEarborn 2-7404

### JAMES D. McHUGH

President  
James McHugh Cons. Co.  
6449 South Park Ave. (37)  
BUTterfield 8-4100

### C. J. McLEAN

General Hydraulic Engineer  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

### JOHN T. MEAD

Assistant Secretary  
Venture Corporation  
53 W. Jackson Blvd. (4)  
HARrison 7-4343

### JAMES F. MESSINGER

Secretary  
South End Chamber of  
Commerce  
10800 S. Halsted St. (43)  
WATERfall 8-3200

### J. T. MOORE

Assistant Traffic Manager  
International Harvester Co.  
180 N. Michigan Ave. (1)  
ANDover 3-4200

### RAYMOND F. NOLL

Partner  
Wilson, Andros, Roberts  
& Noll  
53 W. Jackson Blvd. (4)  
WEbster 9-0733

### CLIFFORD PETERSON

Vice President  
Air Control, Inc.  
519 Milwaukee Ave. (22)  
HAYmarket 1-4055

### HOMER S. PRATT

Sales Manager  
Lafayette Coal Company  
208 S. LaSalle St. (4)  
FRanklin 2-1456

### FRANK C. RATHJE, JR.

Second Vice President  
Continental Illinois National  
Bank & Trust Co. of Chicago  
231 S. LaSalle St. (90)  
STate 2-9000

### CHARLES P. RAYMAN

Regional Manager  
Maryland Port Authority  
38 S. Dearborn St. (3)  
RAndolph 6-3104

### S. L. REINSCHREIBER

President  
Fairfield Publishing Company  
2732 W. Fullerton Ave. (47)  
DICKens 2-2121

### LEONARD ROSE

Attorney  
1 N. LaSalle St. (2)  
CENTral 6-6091

### WILLIAM M. RYAN

District Manager  
Harnischfeger Corp.  
110 N. Wacker Drive (6)  
ANDover 3-6510

### H. C. SCHROEDER

Partner  
Sargent & Lundy  
140 S. Dearborn St. (3)  
FRanklin 2-7130

### CHARLES SCOTT

Chief Engineer  
Cal-Sag Terminal Co.  
1400 E. 138th St. (27)  
INTERocean 8-4480

### HENRY SEYFARTH

Seyfarth, Shaw, Fairweather  
& Geraldson  
231 S. LaSalle St. (4)  
FRanklin 2-7810

### ARNOLD SOBEL

Vice President  
Material Service Corporation  
300 W. Washington St. (6)  
FRanklin 2-3600

### HERMAN STERN

President  
Majestic Van Lines, Inc.  
5210-30 Wabash Ave. (15)  
ATLantic 5-2600

### FRANK M. SULLIVAN

Traffic Manager  
Darling and Company  
4201 S. Ashland Ave. (9)  
YARDS 7-3000 (Ext. 257)

### HERBERT L. TAYLOR

Division Manager, Fitz Simons  
& Connell Dredge &  
Dock Div.  
Merritt-Chapman & Scott Corp.  
3025 E. 104th St. (17)  
REgent 1-0430

### THOMAS W. TEARNEY

Kirkland, Ellis, Hodson,  
Chaffetz & Masters  
Prudential Plaza (1)  
RAndolph 6-2929

### HENRY F. TENNEY

Tenney, Sherman, Bentley  
& Guthrie  
120 S. LaSalle St. (3)  
CENTral 6-4787

### A. M. THOMPSON

Chairman of the Board  
Mississippi Valley Barge  
Line Co.  
140 S. Dearborn St. (3)  
FRanklin 2-1862

### FRANK E. TRAGER

Vice President  
American Molasses Co.  
330 E. North Water St. (11)  
WHITEhall 4-5588

### H. J. Van BUSKIRK

Associated Loan Counsellors  
64 E. Lake St. (1)  
FINancial 6-6080

### H. F. Von HUBEN

Special Engineer  
Illinois Central Railroad  
135 E. 11th Place (5)  
WABash 2-4811

### HARVEY WIENKE

McBride, Baker, Wienke &  
Schlosser  
110 N. Wacker Drive (6)  
FINancial 6-6191

### NELSON WORKS, JR.

Vice President  
The Northern Trust Company  
50 S. LaSalle St. (90)  
FINancial 6-5500

### CHET YRI

Chicago Sales Manager  
Consolidated Freightways, Inc.  
715 S. 25th Ave.  
Bellwood, Ill.  
LINDen 7-8400

## EX OFFICIO

### JUDGE WALKER BUTLER

Superior Court of  
Cook County  
118 N. Clark St. (2)  
FRanklin 2-3000

### RAHE O. HORNING

Manager  
Great Lakes Division  
Mississippi Valley Association  
209 S. LaSalle St. (4)  
DEarborn 2-6072

### CAPT. J. J. MANLEY

Port Director  
Dept. of the Port of Chicago  
City of Chicago  
Navy Pier (11)  
RAndolph 6-8000 (Ext. 2274)

### BRIG. GEN. T. De F. ROGERS

Division Engineer  
North Central Division, Corps  
of Engineers, U.S. Army  
536 S. Clark St. (5)  
HARrison 7-7523

### COL. J. A. SMEDILE

District Engineer, Chicago  
District  
Corps of Engineers, U.S. Army  
536 S. Clark St. (5)  
HARrison 7-7523

## INDUSTRIAL TRAFFIC COUNCIL Exec. Committee 1961



### G. J. WERNER

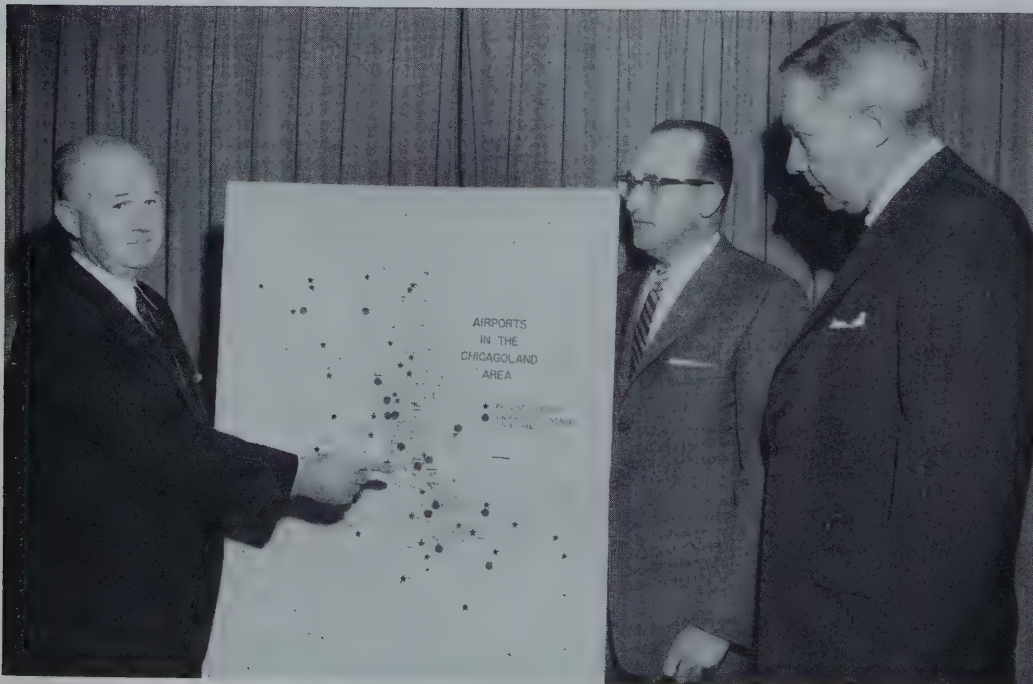
General Chairman  
Traffic Manager  
Motorola, Inc.  
4545 W. Augusta Blvd. (51)  
NEvada 2-4242

### A. N. MOORE

Vice General Chairman  
General Traffic Manager  
Acme Steel Company  
135th Street & Perry Ave. (27)  
INTERocean 8-9500

### RALPH L. ANDREAS

Manager of Traffic  
American Oil Company  
910 S. Michigan Ave. (80)  
HARrison 7-9200



Among participants in meeting of Transportation Division Committee Chairmen were (l to r): James J. Mitchell, Aviation Committee chairman; Lowell E. Geffinger, Aviation Committee vice chairman and George L. Irvine, Vice President for Transportation



**B. E. BANNISTER**

Traffic Manager  
Baxter Laboratories, Inc.  
6301 Lincoln Ave.  
Morton Grove, Ill.  
Cornelia 7-6900

**D. W. C. BECKER**

Director, School of Traffic  
and Transportation  
LaSalle Extension Univ.  
417 S. Dearborn St. (5)  
Harrison 7-4181

**C. E. CASLER**

Traffic Manager  
Wyman-Gordon Company  
Ingalls-Shepard Division  
146th and Wood Sts.  
Harvey, Ill.  
COmmodore 4-7000  
Ext. 275

**C. D. COUCH**

Divisional Traffic Manager  
The Glidden Company  
2333 Logan Blvd. (47)  
Everglade 4-2500

**HUGH CRAWFORD**

Traffic Manager  
Johnson & Johnson  
4949 West 65th St. (38)  
POrtsmouth 7-0800

**JOHN GOBLE**

Midwestern Traffic Manager  
Boyle-Midway, Div. of  
American Home Products Co.  
5151 W. 73rd St. (38)  
POrtsmouth 7-8460

**E. D. HAUGH**

District Traffic Manager  
Bethlehem Steel Co.  
Prudential Plaza (1)  
MOhawk 4-5422

**T. C. HOPE**

General Traffic Manager  
Montgomery Ward & Co.  
619 W. Chicago Ave. (7)  
SUperior 7-6200

**O. R. HUSTER**

Manager of Traffic  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

**P. G. JEFFERSON**

General Traffic Manager  
Fairbanks, Morse & Co.  
600 S. Michigan Ave. (5)  
HArrison 7-7100

**F. A. JOHNSON**

General Traffic Manager  
Wm. Wrigley Jr., Co.  
410 N. Michigan Ave. (11)  
SUperior 7-2121

**P. W. KROEGER**

Traffic Director  
Curtiss Candy Company  
3638 N. Broadway (13)  
Blittersweet 8-6300

**ARNOLD J. LARSON**

General Traffic Manager  
Masonite Corporation  
111 W. Washington St. (2)  
FRanklin 2-5644

**A. E. LEITHERER**

General Traffic Manager  
Allied Mills, Inc.  
110 N. Wacker Drive (6)  
FIFinancial 6-5060

**A. E. LOHSE**

Asst. to General Traffic Mgr.  
Inland Steel Company  
30 West Monroe St. (3)  
FIFinancial 6-0300

**HENRY G. MARSH**

President  
Chicago Stevedoring Co., Inc.  
400 W. Madison St. (6)  
CEntral 6-2453

**J. L. McFADDEN**

General Traffic Manager  
R. R. Donnelley & Sons Co.  
350 E. 22nd St. (16)  
CAlumet 5-2121



Discussing topics considered by Annual Meeting of U.S. Chamber were (l to r): Association President Paul W. Goodrich; Senator Everett Dirksen; Arthur Motley, U.S. Chamber president, and Thomas H. Coulter. Group met during Illinois Congressional Dinner

**W. H. OTT**

General Traffic Manager  
Kraft Foods  
500 Peshtigo Court (90)  
WHitehall 4-7300

**W. J. ROWLEY**

Traffic Manager  
Oil-Dri Corp. of America  
520 N. Michigan Ave. (11)  
SUperior 7-3705

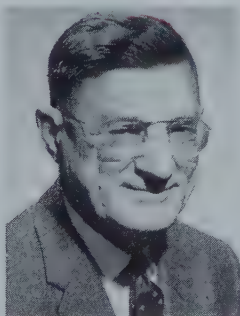
**ROBERT C. STOCKTON**

General Traffic Manager  
Stewart-Warner Corporation  
1826 W. Diversey Pkwy. (14)  
LAkeview 5-6000 (Ext. 319)

**RICHARD WEBBER**

General Traffic Manager  
Spiegel, Inc.  
2511 West 23rd St. (8)  
YArd 7-5600 (Ext. 2421)

## LOCAL CARTAGE COMMITTEE 1961

**J. M. CODY**

Chairman  
General Warehouse Manager  
Butler Bros.  
Oakton St. and Wolf Rd.  
Des Plaines, Ill.  
CYpress 9-2261

**W. H. OTT**

Vice Chairman  
General Traffic Manager  
Kraft Foods  
500 Peshtigo Court (90)  
WHitehall 4-7300

**R. A. BAENSCH**

Vice-President  
Scherer Freight Lines, Inc.  
3030 S. Ashland Ave. (8)  
FRontier 6-6565

**ELMER R. BEHNKE**

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Marshall Field & Co.  
601 W. Polk St. (7)  
WAbash 2-3400

**MILO M. BRADY**

Vice President of Sales  
Chicago Tri-Cities Motor  
Freight, Inc.  
6th & River St.  
Rock Island, Ill.  
ROck Island 6-2621

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Secretary and Treasurer  
Catania Bros. Cartage Co.  
542 W. 14th Place (7)  
MOOnroe 6-2262

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Jackson Storage & Van Co.  
5951 W. Madison St. (44)  
COlumbus 1-4400

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Dump Truck Owners Assoc.  
4049 W. Crystal St. (51)  
DIckens 2-5400

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Cartage Co.  
6819 W. North Ave.  
Oak Park, Ill.  
COlumbus 1-5566

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Arthur Dixon Transfer Co.  
1319 S. State St. (5)  
HArrison 7-0580

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Casey's Bonded Delivery  
Service  
1630 N. Bosworth Ave. (22)  
BRunswick 8-6096

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Maywood Motor Express, Inc.  
1216 South 6th Avenue  
Maywood, Ill.  
AUstin 7-8842

**SAUL GELMAN**

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Motorama Fleet Leasing Corp.  
1625 W. Lake St. (12)  
MOOnroe 6-1170

**JOHN E. GROSS**

Asst. General Traffic Mgr.  
Inland Steel Co.  
30 W. Monroe St. (3)  
FIFinancial 6-0300

**GRANT S. HAMILTON**

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Star Oil Company  
348 N. Bell Ave. (12)  
SEeley 3-4400

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Aldens, Inc.  
5000 W. Roosevelt Road (7)  
COlumbus 1-8600

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3241 S. Shields Ave. (16)  
DAnube 6-2100

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2841 N. Birch Street  
Franklin Park, Ill.  
GLadstone 1-2277

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715 S. 25th Ave.  
Bellwood, Ill.  
LInden 7-8400

**I. KARZEN**

I. Karzen Trucking Company  
864 N. Kedzie Ave. (51)  
KEystone 3-6200

**ROBERT N. KEENE**

Partner  
Midtown Ignition & Parts Co.  
3962 S. Archer Ave. (32)  
CLiffside 4-1123

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2558 W. 16th St.  
P.O. Box 8000-A (80)  
ROckwell 2-2121 (Ext. 515)

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Chicago Indiana Freight  
Lines, Inc.  
3808 S. Western Ave. (9)  
FRontier 6-6868

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MOOnroe 6-6775

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Geo. McNeil Teaming Co.  
540 N. Franklin St. (10)  
SUperior 7-6910

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430 E. South Water St. (1)  
DElaware 7-6800

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Super Service Motor  
Freight Co., Inc.  
4701 S. Central Ave. (38)  
LUdlow 1-0475

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Feralloy Corporation  
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Niles, Ill.  
SPRING 4-2323

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Salon Trucking Co., Inc.  
728 S. Clinton St. (7)  
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August Sievers Sons Co.  
8844 S. Ada St. (20)  
Hilltop 5-1304

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Service, Inc.  
600 N. Parkside Ave. (44)  
ESTEbrook 9-0700

**WALTER STARK**

Phoenix Machine Works  
47 W. 26th Place (16)  
VIctory 2-8676

**LEONARD WAYNE**

Cadaco-Ellis, Inc.  
1446 Merch. Mart Plaza (54)  
WHitehall 4-1160



## Transportation Committees

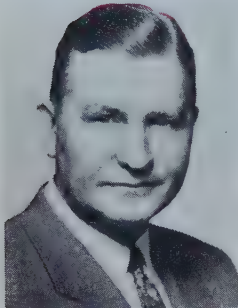
### M. A. WHEAT

President  
M. A. Wheat Motor Service,  
Inc.  
Box 22  
East Chicago, Ind.  
REgent 1-1141

### H. L. WILLETT, JR.

President  
The Willett Company  
700 S. Desplaines St. (7)  
WEbster 9-1000

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Vice President  
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FINancial 6-5500

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Commonwealth Edison Co.  
72 W. Adams St. (90)  
RAndolph 6-1200

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Commissioner  
Department of City Planning  
City Hall - Room 1006 (2)  
RAndolph 6-8000, Ext. 2253

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Prof. of Transportation  
Northwestern University  
School of Business  
Evanston, Illinois  
UNiversity 4-1900

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Chicago Area Transp. Study  
4812 W. Madison St. (44)  
ESTebrook 8-1400

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Chicago Motor Club  
66 E. South Water St. (1)  
FRanklin 2-1818

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135 S. LaSalle St. (3)  
FINancial 6-0555

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135 S. LaSalle St. (3)  
RAndolph 6-7260

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Chgo. Cen. Area Committee  
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Hayden, Stone & Co.  
141 W. Jackson Blvd. (4)  
WEbster 9-4200

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Price & Underwood  
134 S. LaSalle St. (3)  
RAndolph 6-9000

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Lake Bluff, Ill.  
CEntral 4-3700

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Chicago, Milwaukee, St. Paul  
& Pacific R.R.  
848 Union Station (6)  
CEntral 6-7600

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7447 Skokie Boulevard  
Skokie, Ill.  
COrnebia 7-7700

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Railway Co.  
400 W. Madison St. (6)  
DEarborn 2-2121

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5511 S. Cicero Ave. (38)  
LUdlow 5-7171

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WABash 2-9800

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Chicago Transit Authority  
Rm. 734, Merchandise Mt. (54)  
MOhawk 4-7200

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210 S. Canal St. (6)  
FINancial 6-5200

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Regional Vice Pres.  
General Electric Company  
840 S. Canal St. (7)  
WABash 2-5611

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Chicago Junior Association of  
Commerce and Industry  
c/o Allstate Insurance Co.  
7447 Skokie Blvd., Skokie, Ill.  
COrnebia 7-7700, Ext. 468

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WABash 2-3200

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Illinois Central System  
135 E. 11th Place (5)  
WABash 2-4811

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3962 S. Archer Ave. (32)  
CLiffside 4-1123

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307 N. Michigan Ave. (1)  
CEntral 6-6580

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Vice Pres. & Regional Mgr.  
Pennsylvania Railroad Co.  
516 W. Jackson Blvd. (6)  
CEntral 6-7200

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30 S. Jefferson St. (6)  
DEarborn 2-1422

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Chicago, Burlington &  
Quincy Railroad  
547 W. Jackson Blvd. (6)  
WABash 2-2345

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Chicago, Aurora & Elgin  
Railway Co.  
231 S. LaSalle St. (4)  
ANdover 3-3900

### PAUL OPPERMANN

Director  
Northeastern Illinois Metro-  
politan Area Planning Com.  
72 W. Adams St.,  
Rm. 1000 (90)  
ANdover 3-1266

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Chairman  
Carson, Pirie, Scott & Co.  
1 S. State St. (3)  
StAte 1-2000

### ARTHUR RUBLOFF

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Arthur Rubloff & Company  
100 W. Monroe St. (3)  
ANdover 3-5400

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Vice President  
Prudential Ins. Co. of Am.  
Prudential Plaza (1)  
WHitehall 3-2800

### DANIEL RYAN

President  
Cook County Bd. of Comm.  
County Building (2)  
FRanklin 2-3000

### W. W. SCHROEDER, SR.

Partner  
Schroeder & Simpson  
1 N. LaSalle St. (2)  
RAndolph 6-4354

### JOHN W. SHELDON

President  
Chas. A. Stevens & Company  
19 N. State St. (2)  
RAndolph 6-1500

### DR. S. SOBOTKA

Asst. Dir. of Research  
The Transportation Center at  
Northwestern University  
1818 Hinman, Evanston, Ill.  
DAvis 8-5878

### H. L. WILLETT, JR.

President  
The Willett Company  
700 S. Desplaines St. (7)  
WEbster 9-1000

## POSTAL SERVICE COMMITTEE 1961



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General Traffic Manager  
Spiegel, Inc.  
2511 West 23rd St. (8)  
YARds 7-5600 (Ext. 2421)

### W. P. COYLE

Vice Chairman  
Supervisor  
American Can Co.  
200 S. Michigan Ave. (4)  
HARRison 7-3880

### GUY BARNARD

Traffic Manager  
W. F. Hall Printing Co.  
4600 W. Diversey Ave. (39)  
PALisade 5-8000

### THOMAS J. CHATT

Mail Manager  
Swift & Company  
Union Stock Yards (9)  
YARds 7-4200

### W. F. GESERICK, JR.

Manager, Mail, Baggage &  
Express Service  
Illinois Central Railroad  
135 E. 11th Place (5)  
WABash 2-4811 (Ext. 783)



Discussing docket of Industrial Traffic Council are: (standing l to r): George L. Irvine, Vice President for Transportation; and John S. Burchmore; (seated, l to r): Arthur H. Schwieter, Division Director; Frank F. Kolbe; G. J. Werner; and Eldon Martin. Werner is Industrial Traffic Council chairman



**JOHN W. GREEN**  
Mgr., Mail, Bag. & Exp. Dept.  
Chicago, Burlington &  
Quincy R.R.  
547 W. Jackson Blvd. (6)  
WAbash 2-2345 (Ext. 703)

**THEO. J. GREEN**  
President  
Midwest Distrib. Service, Inc.  
608 S. Dearborn St. (5)  
Harrison 7-0466

**WM. M. HADDOW**  
Cashier  
The Northern Trust Company  
50 S. LaSalle St. (90)  
Financial 6-5500

**ERNEST HOLVAY**  
Traffic Manager  
Aldens, Inc.  
5000 W. Roosevelt Road (7)  
Columbus 1-8600

**LOUIS IGLARSH**  
Secretary  
Mailers, Inc.  
216 N. Clinton St. (6)  
Financial 6-0722

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Executive Vice President  
National Council on  
Business Mail  
20 N. Wacker Drive (6)  
DEarborn 2-3382

**LEO LaFONTE**  
Mgr., Mail, Baggage &  
Express Dept.  
Chicago, Milwaukee, St. Paul  
& Pacific Railroad  
221 Union Station (6)  
CEntral 6-7600

**D. R. MacDONALD**  
General Traffic Manager  
Butler Brothers  
Oakton St. and Wolf Rd.  
Des Plaines, Ill.  
CYpress 9-2261

**J. L. McFADDEN**  
General Traffic Manager  
R. R. Donnelley & Sons Co.  
350 E. 22nd St. (16)  
CALumet 5-2121

**NATHAN MEYER**  
Vice President  
Bancroft's, Inc.  
2170 S. Canalport Ave. (8)  
SEeley 3-1020

**GEORGE L. MILLAR**  
Assistant Cashier  
Continental Illinois National  
Bank & Trust Co. of Chgo.  
231 S. LaSalle St. (90)  
SState 2-9000

**THOMAS E. MITCHELL**  
Vice President-Secretary  
Nuclear-Chicago Corporation  
333 E. Howard Ave.  
Des Plaines, Ill.  
VAnderson 7-4456

**GEORGE A. MUELLER**  
Mail Supervisor  
Kemper Insurance  
4750 N. Sheridan Road (40)  
LONgbeach 1-8000

**E. C. NASH**  
Executive Secretary  
Agricultural Publishers Assn.  
Rooms 1010-1012  
333 N. Michigan Ave. (1)  
RANdolph 6-9084

**E. T. O'HERON**  
District Sales Manager  
REA Express  
612 S. Clinton St. (7)  
HARRison 7-9700 (Ext. 456)

**OSCAR E. PALMQUIST**  
Vice President  
Buckley Dement Adver. Corp.  
555 W. Jackson Blvd. (6)  
HARRison 7-3862

**A. SCHWADERER**  
Traffic Manager  
Marshall Field & Co.  
111 N. State St. (90)  
SState 1-1000

**KONRED J. SECREST**  
Supt. Mail Dept.  
Commonwealth Edison Co.  
72 W. Adams St. (90)  
RANdolph 6-1200 (Ext. 2811)

**H. K. SINCLAIR**  
Gen. Mail & Exp. Traffic Mgr.  
Atchison, Topeka &  
Santa Fe Ry. Co.  
80 E. Jackson Blvd. (4)  
HARRison 7-4900 (Ext. 533)

**D. W. SMITH**  
Catalog Distribution, Postal  
Matters and Claim Prev.  
Sears, Roebuck & Co.,  
Dept. 754  
925 S. Homan Ave. (7)  
KEystone 3-2500 (Ext. 3348)

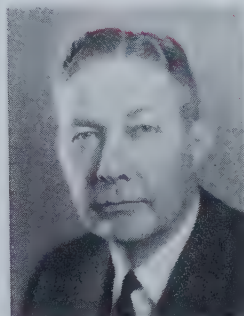
**BURTON WALL**  
President  
Creative Card Company  
4401 W. Cermak Road (23)  
LAFayette 2-7400

## EX OFFICIO

**LESTER M. BARRITT**  
Assistant Postmaster  
Chicago Post Office  
433 W. Van Buren St. (7)  
WABash 2-9200 (Ext. 100)

**CARL A. SCHROEDER**  
Postmaster  
Chicago Post Office  
433 W. Van Buren St. (7)  
WABash 2-9200

## TRANSPORTATION COMMITTEE 1961



**GEORGE L. IRVINE**  
Chairman  
Regional Vice President  
General Electric Co.  
840 S. Canal St. (7)  
WABash 2-5611

**JOHN A. BARR**  
Chairman  
Montgomery Ward & Co.  
618 W. Chicago Ave. (11)  
Superior 7-6200

**ROBT. C. BECHERER**  
President  
Link-Belt Co.  
130 E. Randolph St. (1)  
RANdolph 6-7790

**H. O. BERCHER**  
Exec. Vice President  
International Harvester Co.  
180 N. Michigan Ave. (1)  
ANdover 3-4200

**PHILIP D. BLOCK, JR.**  
Vice Chairman  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

**G. M. CAMPBELL**  
Vice President  
The Baltimore & Ohio R.R. Co.  
307 Grand Central Sta. (7)  
WABash 2-2211

**M. E. HOLT**  
President  
Interstate Dispatch, Inc.  
Div. of Wilson Frt.  
Fwdg. Co.  
3636 S. Western Ave. (9)  
FRontier 6-4400

**W. W. HUGGETT**  
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North Pier Terminal Co.  
444 Lake Shore Drive (11)  
Superior 7-5606

**ROY C. INGERSOLL**  
Chairman  
Borg-Warner Corporation  
200 S. Michigan Ave. (4)  
WABash 2-7700

**D. B. JENKS**  
President  
Chicago, Rock Island &  
Pacific R.R. Co.  
139 W. Van Buren St. (5)  
WABash 2-3200

**W. A. JOHNSTON**  
President  
Illinois Central R.R. Co.  
135 E. 11th Place (5)  
WABash 2-4811

**FRANK F. KOLBE**  
Chairman of the Board  
The United Electric Coal Cos.  
307 N. Michigan Ave. (1)  
CEntral 6-6580

**MAJ.-GEN. E. LASHER**  
United States Army (Ret.)  
Pres. & Chief Exec. Officer  
North American Car Corp.  
77 S. Wacker Dr. (6)  
Financial 6-0400

**J. C. LOFTIS**  
President  
Kraft Foods  
500 Peshtigo Court (90)  
Whitehall 4-7300 (Ext. 261)

**W. F. MULLADY**  
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Rogers Cartage Co.  
1934 S. Wentworth Ave. (16)  
CALumet 5-1213

**W. A. PATTERSON**  
President  
United Air Lines  
5959 S. Cicero Ave. (38)  
PORTsmouth 7-3300

**F. CUSHING SMITH**  
Executive Vice President  
American Oil Company  
910 S. Michigan Ave. (80)  
HARRison 7-9200

**ROTHE WEIGEL**  
President  
Victor Chemical Works  
Div. of Stauffer Chemical Co.  
155 N. Wacker Drive (6)  
DEarborn 2-4010

## EX OFFICIO

**GEO. W. DIXON, JR.**  
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Arthur W. Dixon Transfer Co.  
1319 S. State St. (5)  
HARRison 7-0580

**G. J. WERNER**  
Gen. Chrm., Ind. Traf. Council  
Traffic Manager  
Motorola, Inc.  
4545 W. Augusta Blvd. (51)  
NEvada 2-4242



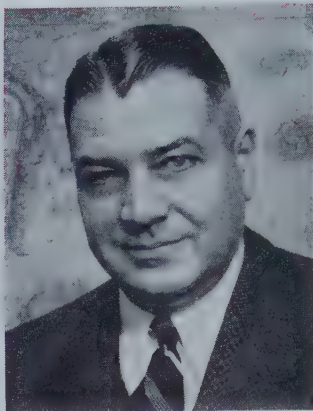
Association leaders joined with civil officials in rolling out red carpet at airport to welcome to Chicago Japan's Crown Prince Akihito and his wife Princess Michiko



# World Trade Committees

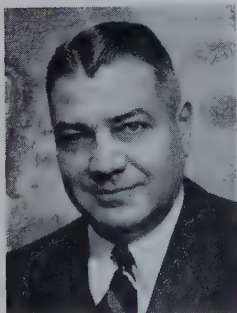


**DIVISION DIRECTOR**  
**ROBERT L. BEAN**  
30 West Monroe Street (3)  
FRanklin 2-7700



**VICE PRESIDENT**  
**HAROLD D. ARNESON**  
President  
Abbott Laboratories Inter-  
national Co.  
Suite 1000 Merchandise Mart  
Plaza (54)  
DElaware 7-7821

## WORLD TRADE COMMITTEE 1961



**HAROLD D. ARNESON**  
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President  
Abbott Laboratories Inter-  
national Co.  
Suite 1000 Merchandise Mart  
Plaza (54)  
DElaware 7-7821

**JOHN C. ABENS**  
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Fibre-Craft Materials Corp.  
318 W. Washington St. (6)  
FRanklin 2-0006

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Continental Ill. Natl. Bank  
and Trust Co. of Chicago  
231 S. La Salle St. (90)  
STate 2-9000

**S. W. ANDERSON**  
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S. W. Anderson Company  
314 Circle Ave.  
Forest Park, Ill.  
FOrest 6-4970

**DAN M. ANDRE**  
President  
Pan American Export and  
Import, Inc.  
1301 W. Belden Ave. (14)  
DIversey 8-3493

**JOHN L. ANTIGNOLI**  
Owner  
Mid-America Sales Co.  
605 N. Michigan Ave. (11)  
DElaware 7-4500

**ALEXANDER APPEL**  
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Carters Jewelers, Inc.  
2 S. State St. (3)  
CEntral 6-3000

**GUY ARMANETTI**  
President  
Armanetti's Liquors  
7324 N. Western Ave. (45)  
ROgers Park 4-6425

**JOSEPH M. ARNOLD**  
Traffic Manager  
Chicago Regional Port District  
230 N. Michigan Ave. (1)  
FRanklin 2-5632

**WALTER AST**  
Assistant Vice President  
City National Bank & Trust  
Company of Chicago  
208 S. LaSalle St. (90)  
FRanklin 2-7400

**RUSSELL BAKER**  
Senior Partner  
Baker, McKenzie & Hightower  
1 N. LaSalle St. (2)  
DEarborn 2-5221

**W. H. BARNES**  
Mgr., For. Traf. Sales  
Pennsylvania Railroad  
610 Union Station (6)  
CEntral 6-7200

**JOHN BARTEN**  
President  
Continental Machine Co.  
2345 W. Nelson St. (18)  
EASgate 7-8831

**ROGER W. BARTON**  
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Stephens-Adamson Inter-  
national S.A.  
Aurora, Ill.  
TWinoaks 2-4311

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Gen. Mgr., Midwest Division  
American President Lines  
110 S. Dearborn St. (3)  
ANdover 3-5909

**MAX L. BAUGHMAN**  
Vice President  
International Division  
LaSalle National Bank  
135 S. LaSalle St. (90)  
STate 2-5200

**JUL B. BAUMANN**  
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Insurance Co.  
737 N. Michigan Ave. (11)  
WHitehall 4-0348

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J. E. Bernard & Co., Inc.  
11 S. LaSalle St. (3)  
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**WILLIAM O. BEERS**  
Vice President  
Kraft Foods  
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WHitehall 4-7300

**MORTIMER A. BERLIN**  
Executive Vice President  
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3342 N. Milwaukee Ave. (41)  
AVenue 2-5151

**JOSEPH BEUCHER**  
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Nick Beucher & Sons Co.  
1388 N. Branch St. (22)  
MOhawk 4-4550

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Chairman  
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135 S. LaSalle St. (3)  
CEntral 6-5040

**ROBERT G. BIESEL**  
Vice President-Director  
General American Trans. Corp.  
135 S. LaSalle St. (3)  
FIFinancial 6-4100

**HARRY R. BINGHAM**  
Vice President, Gen. Mgr.  
Union Overseas Company, Div.  
Union Tank Car Company  
228 N. LaSalle St. (1)  
CEntral 6-4700

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Lauren T. Blount Realtors  
P. O. Box 81  
Palos Park, Ill.  
Gibson 8-6101

**C. M. BLUMENSCHIN**  
Vice Pres. and Controller  
Container Corp. of America  
38 S. Dearborn St. (3)  
FRanklin 2-6161

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(Indiana)  
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The Summit Conference of international leaders of business and government brought celebrities from all over the world to Chicago to celebrate the opening of Chicago's new lakefront exposition center, McCormick Place. Portion of crowd attending formal dinner is shown above



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James McHugh Const. Co.  
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Discussing "Operation Export-Chicago" at World Trade Conference: (l to r): Richard Bronwell, Bronwell International; Robert Cunningham, Association P. R. Director; Malcolm N. Smith, V.P. Ekco Products Co.; E. E. Schnellbacher, Director, Office of Trade Promotion, Bureau of Foreign Commerce, U. S. Dept. Commerce



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3520 S. Morgan St. (9)  
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Randolph 6-9305



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ALPine 6-1500

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Managing Director  
Wieboldt International  
1 N. State St. (2)  
State 2-1500

**F. R. SCHWANKE**  
President  
F. R. Schwanke Co., Inc.  
100 S. Jefferson St. (6)  
State 2-4709

**C. A. SCHWARTZ**  
Manager, Intl. Operations  
Baxter Laboratories, Inc.  
6301 N. Lincoln  
Morton Grove, Ill.  
CORnelia 7-6900

**J. W. SCHWENGER**  
Director, Foreign Operations  
Acme Steel Co.  
135th St. & Perry (27)  
INTEROcean 8-9500

**A. EDWARD SCIACCA**  
Asst. District Sales Manager  
Northwest Orient Airlines  
116 S. Michigan Ave. (3)  
RANDolph 6-9562

**KAZUO R. SEKIMITSU**  
Manager  
The Nisso American Corp.  
140 S. Dearborn St. (3)  
CENTral 6-1950

**GEORGE W. SHADWICK**  
Director Foreign Service  
Dept.  
Beatrice Foods Co.  
1526 S. State St. (5)  
VICTory 2-2700

**NATE SHERMAN**  
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International Parts Corp.  
4101 W. 42nd Place (32)  
CLIFFside 4-4500

**R. J. SHERWOOD**  
President  
Wallor Corp.  
Industrial Center  
Crystal Lake, Ill.  
Financial 6-0166

**MALCOLM N. SMITH**  
Vice Pres., Foreign Div.  
Ekco Products Company  
1949 N. Cicero Ave. (39)  
Berkshire 7-6000

**FREDERICK E. SPENCE**  
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Grant Advertising, Inc.  
919 N. Michigan Ave. (11)  
Superior 7-6500

**MILTON SPITZER**  
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Milton Johns Co.  
413 W. Erie St. (10)  
MICHigan 2-2932

**GEORGE O. STAYMAN**  
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Delta Airlines  
67 E. Monroe St. (3)  
Financial 6-5344

**JULIUS P. STEINDLER**  
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431 S. Dearborn St. (5)  
HARRison 7-3223

**CARL B. STROM**  
Manager  
Delta Line—  
Mississippi Ship. Co., Inc.  
140 S. Clark St. (3)  
RANDolph 6-7497

**ROY STROM**  
President  
Roy Strom Excavating &  
Grading Co.  
1201 Greenwood  
Maywood, Ill.  
BERkshire 7-5030



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Spencer Stuart Intl. S.A.  
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State 2-1777

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Intl. Industrial Engineering  
Association, Inc.  
Intl. Language and  
Communications Center  
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Central 6-3366

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Creative Displays, Inc.  
230 E. Ohio St. (11)  
Michigan 2-8212

**H. R. TEICHERT, SR.**  
Partner  
Hanns R. Teichert Company  
1311 N. Wells St. (10)  
Whitehall 4-5828

**SMITH THOMPSON**  
Associate  
Burchmore, Good & Bobinette  
2106 Field Building (3)  
Central 6-5757

**ANDREW J. THOMSON**  
Administrative Asst.  
to the President  
Carson Pirie Scott & Co.  
State and Madison Sts. (3)  
State 1-2000

**JOSEPH TITAN**  
Managing Director  
International Associates, Inc.  
2501 S. Michigan Ave. (16)  
CALumet 5-4335

**JOHN R. TORRENS**  
Vice President - Gen. Mgr.  
Helene Curtis Intl., S.A.  
4401 W. North Ave. (39)  
SPaulding 2-4424  
Capital 7-6600

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A. Torres Export, Inc.  
2550 W. Peterson Ave. (45)  
SHeldrake 3-8664

**K. C. TRIPP**  
Vice President  
Moore-McCormack Lines, Inc.  
105 W. Adams St. (3)  
Financial 6-6933

**HISAO TSUCHIHASHI**  
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Nichimen Co., Inc.  
6 N. Michigan Ave. (2)  
Central 6-6572

**A. C. TYRE**  
Foreign Freight Agent  
American Express Company  
18 S. Michigan Ave. (3)  
FRanklin 2-6565

**PETER Van CLEAVE**  
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James S. Kemper & Co.  
20 N. Wacker Dr. (6)  
Financial 6-5100

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President  
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4711 W. North Ave. (39)  
SPaulding 2-6400

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Inland Forwarding, Inc.  
900 S. Wells St. (7)  
WEBster 9-3460

**J. J. WALSH**  
Vice President  
Adel Electric & Auto Supply  
Co., Inc.  
5912 W. Chicago Ave. (51)  
MANSfield 6-3144

**SETSUO WASHIO**  
Chicago Manager  
Mitsubishi International  
Corp.  
130 E. Randolph St. (1)  
DElaware 7-0877

**JUSTIN WEINSHENK**  
President  
Brazilian & Colombian  
Coffee Co.  
190 N. State St. (1)  
DEarborn 2-7242

**PETER WIERS**  
Terminal Manager  
Mercury Motor Freight  
Lines, Inc.  
2100 W. Kinzie St. (12)  
MOnroe 6-3874

**ADOLPH WERTHEIMER**  
Executive Vice President  
Radiant Manufacturing Corp.  
8220 N. Austin Ave.  
Morton Grove, Ill.  
IRving 8-9000

**CHARLES E. WESTON**  
Owner  
C. E. Weston & Associates  
120 S. LaSalle St. (3)  
DEarborn 2-3336

**GAYLORD C. WHIPPLE**  
Consultant  
The Quaker Oats Co.  
Merchandise Mart Plaza (54)  
WHITEhall 4-0600

**JAMES E. WHITAKER**  
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Schmidt, Pritchard & Co., Inc.  
327 S. LaSalle St. (4)  
HARRison 7-2418

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Illinois Central Railroad Co.  
135 E. Eleventh Pl. (5)  
WABash 2-4811

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Emil Kahn, Inc.  
79 S. Water Market (8)  
MOnroe 6-7808

**J. THEO. WOLFSON**  
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Maremont Intl. Corp.  
168 N. Michigan Ave. (1)  
ANdover 3-7676

**A. E. WOOD**  
Vice Pres. Intl. Operations  
A. B. Dick Company  
5700 W. Touhy Ave. (48)  
ROdney 3-1900

**MONTAGUE C. WRIGHT**  
Manager, Container Dept.  
Geo. J. Ball, Inc.  
250 Town Road  
West Chicago, Ill.  
231-3500

### EX OFFICIO

**CHAS. B. CLEMENTS**  
Appraiser of Merchandise  
U.S. Customs Service  
610 S. Canal St. (7)  
HARRison 7-6910

**JOHN C. MEISZNER**  
U.S. Customs Collector  
610 S. Canal St. (7)  
HARRison 7-6910

**GEORGE C. PAYNE**  
Manager, Chgo. Field Office  
U.S. Department of Commerce  
226 W. Jackson Blvd. (6)  
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Randolph and Clark Sts. (1)  
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Stephens-Adamson  
International S.A.  
Aurora, Ill.  
TWinoaks 2-4311

**WILLIAM O. BEERS**  
Vice President  
Kraft Foods  
500 Peshtigo Ct. (90)  
WHitehall 4-7300

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International Harvester Co.  
180 N. Michigan Ave. (1)  
ANdover 3-4200

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P. O. Box 35, Northlake, Ill.  
ESTebrook 9-4300

**R. E. ALEXANDER**  
Attorney at Law  
209 S. LaSalle St. (4)  
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Canadian Bank of Commerce  
135 S. LaSalle St. (3)  
State 2-2209

**ALVIN F. BAKEWELL**  
Vice President  
Victor Adding Machine Co.  
3900 N. Rockwell St. (18)  
KEystone 9-8210



Hardly a day passes without visits from overseas businessmen and trade groups to Association offices. One of many Trade Missions which met in 1960 with Association committees was this one from Australia in May



**A. R. BOE**  
Vice President  
Allstate Insurance Company  
7447 Skokie Boulevard  
Skokie, Ill.  
COrnelia 7-7700

**ROBERT C. BORWELL**  
Senior Vice Pres. & Director  
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231 S. LaSalle St. (4)  
Financial 6-1400

**ROBERT M. BURNETT**  
Director, New Products  
Admin.  
Flexonics Corp.  
1315 S. Third St.  
Maywood, Ill.  
MAnsfield 6-3664

**F. J. BYINGTON, JR.**  
Assistant Secretary  
Tribune Co.  
435 N. Michigan Ave. (11)  
SUperior 7-0100

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President  
Albert Carriere, Inc.  
332 S. Michigan Ave. (4)  
HArrison 7-5446

**THOMAS P. COLLIER**  
President  
Motorola International S.A.  
4545 W. Augusta Blvd. (51)  
SPaulding 2-6500

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Vice President—Foreign  
Operations  
Sunbeam Corp.  
5600 W. Roosevelt Rd. (50)  
ESTebrook 8-8000

**JULES DASHOW**  
Lawyer  
Brown, Dashow and  
Langeluttig  
1 N. LaSalle St. (2)  
CEntral 6-4168

**LOUIS F. DEMPSEY**  
Second Vice President  
International Banking Dept.  
The Northern Trust Company  
50 S. LaSalle St. (90)  
Financial 6-5500

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Earl A. Denton & Co., Inc.  
6643 N. Oliphant Ave. (31)  
NEWcastle 1-6643

**HARRY P. DICKSON**  
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Chicago & North Western  
Railway Co.  
400 W. Madison St. (6)  
DEarborn 2-2121

**LOUIS S. DRAKE**  
Manager Economic Research  
Calumet & Hecla, Inc.  
122 S. Michigan Ave. (3)  
HArrison 7-2860

**ALBERT L. FERN**  
Second Vice President  
Continental Illinois National  
Bank & Trust Co. of Chicago  
231 S. LaSalle St. (90)  
STate 2-9000

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Aermotor Incorporated  
2500 W. Roosevelt Rd. (8)  
SEeley 3-7000

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309 W. Jackson Blvd. (6)  
WABash 2-7330

**H. B. FRANCIS**  
Resident Representative  
Bank of Montreal  
141 W. Jackson Blvd. (4)  
WABash 2-2328

**ARTHUR H. FROHMAN**  
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L. H. Frohman & Sons  
510 N. Dearborn St. (10)  
SUperior 7-8375

**GEORGE FURST**  
Director of Purchases  
Wilson Jones Co.  
209 S. Jefferson St. (6)  
Financial 6-5353

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Gaylord Products, Inc.  
1918-36 Prairie Ave. (16)  
CALumet 5-6460

**R. H. GIESECKE**  
Treas. and Exec. Vice Pres.  
McGraw-Edison Company  
120 S. LaSalle St. (3)  
CEntral 6-2706

**LEO GILBERT**  
Regional Manager  
Sciaky Bros., Inc.  
421 Bulkley Bldg.  
Cleveland 15, Ohio  
PRospect 1-0060

**P. B. W. GOLLONG**  
Director International Div.  
Armour Research Foundation  
10 W. 35th St. (16)  
CALumet 5-9600

**H. L. GREILSHEIM**  
Sales Mgr. Decorative  
Sales Div.  
Chicago Printed String Co.  
2300 Logan Blvd. (47)  
BRunswick 8-5200

**H. W. HANDS**  
Vice Pres. Intl. Operations  
American Hospital Supply Corp.  
1740 Ridge Ave.  
Evanston, Ill.  
UNiversity 4-6050

**H. P. HANSEN**  
Exec. V.P. & Asst. Gen. Mgr.  
Dole Refrigerating Co.  
5910 N. Pulaski Rd. (46)  
IRving 8-3442

**R. M. HAUSHEER**  
Marketing Manager  
The H. M. Harper Co.  
8200 Lehigh Ave.  
Morton Grove, Ill.  
INdependence 3-4100

**R. L. HOEFLER**  
Manager—Canadian Division  
Zenith Radio Corporation  
6001 Dickens Ave. (39)  
BERkshire 7-7500

**HAROLD L. HOEFMAN**  
Vice President  
Link-Belt Co.  
Prudential Plaza (1)  
RANDolph 6-7790

**C. W. HOOPER**  
Secy. of Eng. and Mfg.,  
Policy Committee  
Stewart-Warner Corp.  
1826 W. Diversey Pkwy. (14)

**E. KEMPER HUBER**  
Vice Pres. & Sales Director  
Weber Costello Co.  
1212 McKinley St.  
Chicago Heights, Ill.  
INTERocean 8-9755

**GEORGE L. HUDSON**  
President  
Western Industries, Inc.  
2742 W. 36th Place (32)  
CLiffside 4-9600

**R. HUFT**  
Sales Promotion Manager  
Hills-McCanna Co.  
4600 W. Touhy Ave. (46)  
ORchard 4-7080

**T. W. HUGHES**  
Financial Officer  
Amoco Chemicals Corporation  
910 S. Michigan Ave. (80)  
HArrison 7-8886

**CARL B. JACOBS**  
V. P. Raw Materials  
Inland Steel Co.  
30 W. Monroe St. (3)  
Financial 6-0300

**JOSEPH A. JARNOT**  
Controller-Ass't Secretary  
The Formit Company  
400 S. Peoria St. (7)  
SEeley 3-5110

**ARTHUR JOHNSON**  
Secy. & Treas.—Gen. Mgr.  
Dearborn Chemical Co.  
Merchandise Mart Plaza (54)  
WHITEhall 4-3273

**NORMAN E. JOHNSON**  
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Admiral Intl. Corp.  
3800 Cortland St. (47)  
SPaulding 2-0100

**HERBERT JOHNSTON**  
Sales Manager  
Ace Fastener Corp.  
3415 N. Ashland Ave. (13)  
LAkeview 5-2400

**GERARD E. KEIDEL**  
Vice President  
American Nat'l Bank &  
Trust Company of Chicago  
LaSalle St. at Washington (90)  
FRanklin 2-9200



Opportunities in import and export trade are presented by a panel of distinguished international authorities at the Summit Conference, held at Museum of Science and Industry, to celebrate opening of Chicago's new McCormick Place, site of 1961 Chicago International Trade Fair



## World Trade Committees



Active World Trade Division staff members shown above at 7th Japan Merchandise Show sponsored by JETRO. (l to r): Harumi Yakota, Show's General Director; Burt McKee, Operation Export-Chicago; Mrs. Kazue Iwa, assistant to Yakota; James A. Cassin, World Trade Service Manager and Robert L. Bean, Division Director

Association staff carries message of opportunities for Chicago-made products in foreign markets into the community. Above Thomas H. Coulter (3rd from l) answers question at Rotary Club meeting which featured panel on World Trade



Leaders of international business, industry and government gather around model of new McCormick Place at the Summit Conference sponsored by the Association



**DONALD W. KOEGLE**  
Vice President  
Oliver Corporation  
400 W. Madison St. (6)  
FRanklin 2-6969

**JOSEPH M. KUBERT**  
Partner  
Booz, Allen & Hamilton  
135 S. LaSalle St. (3)  
FInancial 6-1900

**MICHAEL C. KUZMAN**  
Vice President  
Victor Chemical Trading Corp.  
155 N. Wacker Dr. (6)  
DEarborn 2-4010

**PHILIP LESLY**  
President  
The Philip Lesly Company  
100 W. Monroe St. (3)  
CEntral 6-9520

**ROBERT C. LIEBENOW**  
President  
Board of Trade of the  
City of Chicago  
141 W. Jackson Blvd. (4)  
WABash 2-2800

**ARTHUR J. LOOSE**  
Vice President  
Vapor Heating Corp.  
6420 W. Howard St. (48)  
NEwcastle 1-9200

**ROBERT MAYNARD**  
Mgr., Int'l Banking Dept.  
Harris Trust and Savings Bank  
111 W. Monroe St. (90)  
461-2201

**V. I. McCARTHY, JR.**  
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Vulcan Containers Inc.  
Bellwood, Ill.  
MANSfield 6-7660

**E. B. McCONVILLE**  
Exec. Vice Pres.—Finance  
Skil Corporation  
5033 Elston Ave. (30)  
AVenue 6-2000

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Royal Bank of Canada  
231 S. LaSalle St. (4)  
FRanklin 2-4404

**JAMES F. MUSGROVE**  
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141 W. Jackson Blvd. (4)  
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**R. KENNETH NEWHALL**  
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First Natl. Bank of Chicago  
38 S. Dearborn St. (90)  
FRanklin 2-6800

**JOHN J. NICHOLSON**  
Comptroller  
F. H. Noble & Co.  
559 W. 59th St. (21)  
TRIangle 3-0131

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Vice President and Treasurer  
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Harrison and Loomis Sts. (7)  
MONroe 6-6800

**A. T. PETERSON**  
Gen. Freight Traffic Manager  
Soo Line Railroad  
2020 Board of Trade Bldg. (4)  
HARRison 7-0565

**WILLIAM L. PHILLIPS**  
Mgr. Marketing Research  
Universal Form Clamp Co.  
1238-56 N. Kostner Ave. (51)  
CAPitol 7-1600

**ANDREW L. PONTIUS**  
Vice President in Charge  
of Operations  
Illinois Tool Works  
2501 N. Keeler Ave. (39)  
CAPitol 7-2200

**DONALD L. PORTH**  
Vice President  
Culligan, Inc.  
1657 Shermer Rd.  
Northbrook, Ill.  
CREstwood 2-1000

**M. E. PRICHARD**  
Vice President—Operations  
C. P. Clare & Co.  
3101 Pratt Blvd. (45)  
AMBassador 2-7700

**BART RICHARDS**  
Vice President  
Acme Steel Co.  
135th and Perry Ave. (27)  
INTERocean 8-9500

**T. W. ROBINSON, JR.**  
Chairman of the Board  
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6800 N. McCormick Rd. (45)  
ORchard 5-7600  
KEYstone 9-7300

**STANLEY J. ROUSH**  
Group Vice President  
Borg-Warner Corp.  
200 S. Michigan Ave. (4)  
WABash 2-7700

**J. GRANT SCOTT**  
Spec. Asst. to Vice President  
Foreign Merchandising  
Sears, Roebuck and Co.  
Dept. 733  
3245 W. Arthington St. (7)  
KEYstone 3-2500

**T. F. SEEGRS**  
Sec. & Personnel Director  
The H. W. Gossard Co.  
111 N. Canal St. (6)  
ANDover 3-0200



Speaking at Chicago World Marketing Conference is Richard L. Jones, Brig. Gen., U.S.A., retired, Executive V.P. Victory Mutual Life Insurance Company and former U.S. Ambassador to Liberia



**L. H. SKOGLUND, JR.**  
Vice Pres. & Controller  
Scully-Jones and Co.  
1901 S. Rockwell St. (8)  
Bishop 7-5900

**A. R. SMITH**  
Vice President of Costs,  
Order & Inventory Control  
Victor Mfg. & Gasket Co.  
5750 W. Roosevelt Rd. (50)  
Austin 7-6180

**MALCOLM N. SMITH**  
Vice Pres., Foreign Div.  
Ekco Products Company  
1949 N. Cicero Ave. (39)  
Berkshire 7-6000

**WALTER W. STEGMAN**  
Secretary-Treasurer  
Kroehler Mfg. Co.  
Naperville, Ill.  
Bishop 2-1156

**JOSEPH P. STOLPER**  
Export Sales Manager  
A. Stein & Co.  
1143 W. Congress Pkwy. (7)  
Monroe 6-2924

**L. M. TAYLOR**  
General Agent  
Canadian National-Grand  
Trunk Rwy. Sys.  
105 W. Adams St. (3)  
Randolph 6-5465

**L. M. THOMPSON**  
Vice Pres. & Controller  
S & C Electric Co.  
4435 Ravenswood Ave. (40)  
Uptown 8-9700

**JOHN J. TRAINOR**  
General Agent  
Canadian Pacific System  
39 S. LaSalle St. (3)  
Andover 3-5940

**GAYLORD C. WHIPPLE**  
Consultant  
The Quaker Oats Co.  
Merchandise Mart Plaza (54)  
Whitehall 4-0600

**HERBERT S. WHITE**  
Special Representative  
The Toronto Dominion Bank  
30 W. Monroe St. (3)  
Financial 6-4628

**O. J. WILLIFORD, JR.**  
Foreign Freight Traffic Mgr.  
Illinois Central Railroad  
135 E. 11th Place (5)  
Wabash 2-4811

**EDWARD P. WILMSEN**  
Vice President & Treasurer  
Portable Electric Tools, Inc.  
1200 E. State St.  
Geneva, Ill.  
EStebrook 8-6600

**A. E. WOOD**  
Vice Pres.—Intl. Operations  
A. B. Dick Company  
5700 W. Touhy Ave. (48)  
Rodney 3-1900

**HOWARD K. YOUNG**  
Assistant Secretary  
Abbott Laboratories  
North Chicago, Ill.  
BRIargate 4-8100

**R. E. GROSE**  
Deputy Minister  
Dept. of Industry & Commerce  
Province of Manitoba  
Winnipeg 1, Manitoba, Canada

**RAYMOND W. KERSEY**  
Industrial Commissioner  
Dept. of Industrial Development,  
Trade & Commerce  
Province of British Columbia  
Victoria, British Columbia,  
Canada

**V. M. KNIGHT**  
Deputy Minister  
Dept. of Trade & Industry  
Province of Nova Scotia  
Halifax, Nova Scotia, Canada

**A. M. LANDSBERGER**  
Economist  
Dept. of Industry & Commerce  
Province of Quebec  
1650 Berri St., Room 3119  
Montreal 24, Quebec, Canada

**RICHARD MARTLAND**  
Director  
Industrial Development Branch  
Department of Industry and  
Development  
Province of Alberta  
Edmonton, Alberta, Canada

**JOHN A. PATERSON**  
Deputy Minister  
Dept. of Industry and  
Development  
Province of New Brunswick  
Fredericton, New Brunswick,  
Canada



A portion of the "Made in Chicago" Exhibit is shown above being prepared for shipment to Vienna for display at the Vienna International Trade Fair as one phase of the Association's "Operation Export-Chicago"



Chicago World Marketing Conference in 1961 will be expanded as part of Inter-American Industries Conference. Above, at 1960 conference, are shown Carson Pirie Scott & Co. executives presenting panel discussion and demonstration of "Action on Imports"

## EX OFFICIO

**HARRY J. HORNE**  
Consul and Trade  
Commissioner  
Consulate General of Canada  
111 N. Wabash Ave. (2)  
Randolph 6-6033

**D. H. F. BLACK**  
Deputy Minister  
Dept. of Industry and  
Information  
Province of Saskatchewan  
Regina, Saskatchewan, Canada



# 1961 CHICAGO INTERNATIONAL TRADE FAIR

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Vice President  
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Prudential Plaza (1)  
WHitehall 3-2800

### Chairman

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Chairman  
Inland Steel Company  
30 W. Monroe St. (3)  
Financial 6-0300

### Secretary

**STUART S. BALL**  
Partner  
Sidley, Austin, Burgess  
& Smith  
11 S. LaSalle St. (3)  
State 2-5400

### Treasurer

**ALAN R. KIDD**  
Vice President  
Northern Trust Company  
50 S. LaSalle St. (90)  
Financial 6-5500

### BERT R. PRALL

Dir. & Mbr. Finance Comm.  
Universal Oil Products Co.  
332 S. Michigan Ave. (3)  
HArrison 7-9690

### JOHN W. EVERS

Director  
Commonwealth Edison  
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(Above) Princess Shahnaz Pahlavi of Iran officially opens Iran exhibit. (Left) Mr. and Mrs. George Webster, Washington, D. C., first buyers to register for trade sessions of Fair were awarded a trip to India via Pan American World Airways. Here they visit with Pavilion Director Raghubir Dyal of India. (Below) Buyers flock to registration desks.







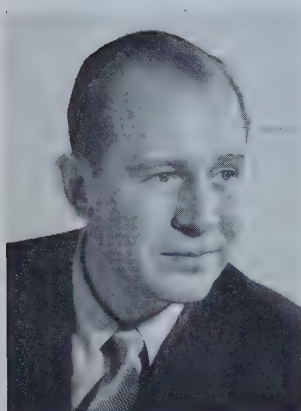
(Upper L) Attractive National Pavilions displayed products of countries around the globe. Shown is portion of Federal Republic of Germany's display. (Above) National, state and local government officials toured the Fair. Here Secretary of Commerce Frederick H. Mueller visits with J. Adham, director of the Indonesian Pavilion. (Left) Fair made world-wide top banner headlines as press radio and TV followed progress of record around-the-globe by commercial airline flight by Miss International Trade Fair, Sue Snyder, Northwestern University Coed

His Excellency Brosio, Ambassador of Italy to the United States (below), and C. Virgil Martin, President, Carson Pirie Scott & Co. were featured speakers at the luncheon session June 27 of the Second Chicago World Marketing Conference





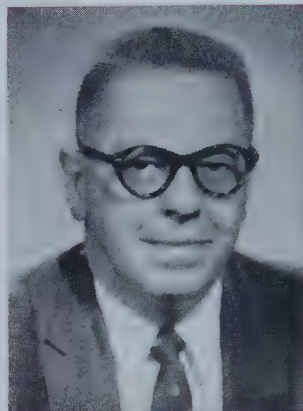
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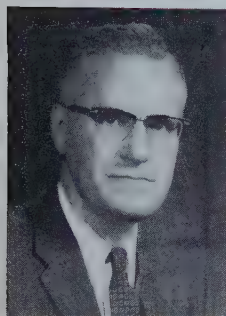


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**FRED B. SMITH**  
Chicago Manager  
Montgomery Elevator Co.  
1242 W. Washington Blvd. (7)  
TAYlor 9-3494

**WILLIAM A. SNOW**  
Partner  
Rummler & Snow  
7 S. Dearborn St. (3)  
CEntral 6-3418

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MICHigan 2-3020

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Reg. Agt. & Const. Prod. Mgr.  
Westinghouse Electric Corp.  
Merchandise Mart Plaza (54)  
WHitehall 4-3860

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General Electric Compny  
840 S. Canal St. (7)  
WABash 2-5611

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Erie Railroad Company  
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HARRison 7-4160

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RAndolph 6-1163

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FLeetwood 4-1828

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Staff Assistant  
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FIlmore 3-5500



Story of Chicago in world trade is told abroad by Voice of America. Left to right are: Arthur J. McConville, V. P., LaSalle National Bank; Robert Bean, World Trade Division Director; John Schlimmer, VOA correspondent; Richard B. Schlesinger, V.P., Carson Pirie Scott & Co.



Association is vitally interested in Chicago Crime Commission. At Commission's Annual meeting (l to r): Virgil W. Peterson, Operating Director; Grayden Megan, outgoing President; Joseph O. Hanson, incoming President and Association President Paul W. Goodrich



At Press Conference announcing vastly expanded plans of Association for Operation Export-Chicago, George Favne, Manager, Chicago Field Office, U. S. Department of Commerce, answers questions of newsmen and newswomen about opportunities abroad for Chicago-made products



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A scene which will be duplicated at the 57th Annual Meeting of the Chicago Association of Commerce and Industry in the Grand Ballroom of the Palmer House February 8, 1961. This is a view of a part of the capacity crowd which attended the 56th Annual meeting in 1960 despite a paralyzing snowstorm which slowed and halted traffic.



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# OPERATION EXPORT— CHICAGO



To be vastly expanded in 1961, the Association's Operation Export-Chicago in 1960 featured such outstanding events as the Second World Marketing Conference with such leading world figures as Dr. Wilfried Platzer, Ambassador of Austria to the United States, as principal speakers



Late in 1960, the Association announced an integrated, creative all-out expanded program for multiplying sales of Chicago-made products abroad—Operation Export-Chicago. Throughout early 1961, members are being acquainted with the plan at sessions such as this, addressed by Association Chief Executive Officer Thomas H. Coulter



Operation Export is discussed by (l to r) James Cassin, Association World Trade Service Manager; Ernest L. Knuti, Consul of Finland in Chicago; and Antero Partanen, Director of North American Trade Relations, the Finnish Foreign Trade Association, Helsinki



Workmen begin loading elements of the "Made in Chicago" exhibit for shipment to the 1960 Vienna International Trade Fair, where buyers from all over the world viewed the first American chamber of commerce-sponsored international exhibit of American products in history

Another Association "first" was the first World Trade Mission flight to European trade centers in 1960. Boarding plane (l to r) at O'Hare Field were: William Dasho, President, Dasho-Rogers, Inc.; Thomas Mitchelmore, Financial Editor, Chicago's American; Ed Kandlik, Financial Editor, Chicago Daily News; William Clark, Financial Editor, Chicago Tribune; Jim Elliott, Asst. Financial Editor, Chicago Sun Times and Association Public Information Manager, Ray Becker





# BUSINESS STATISTICS FOR THE CHICAGO METROPOLITAN AREA

	'60	'59
Population	6,820,600	6,714,400
Births Registered	165,000	168,000
Deaths Registered	66,100	64,600
No. of Main Telephones in Service		
Business	333,000	321,000
Residential	1,725,000	1,677,000
Wholesale Sales	\$21,800,000,000	\$21,700,000,000
Retail Sales	\$ 9,400,000,000	\$ 9,300,000,000
Gross Sales of Chicago Manufactured Products:	\$24,150,000,000	\$23,240,000,000
Primary Metals	\$ 3,990,000,000	\$ 3,840,000,000
Food and Products	\$ 3,720,000,000	\$ 3,630,000,000
Non-Electrical Machinery	\$ 2,710,000,000	\$ 2,570,000,000
Electrical Machinery	\$ 2,370,000,000	\$ 2,280,000,000
Fabricated Metals	\$ 2,240,000,000	\$ 2,180,000,000
Chemicals	\$ 1,680,000,000	\$ 1,570,000,000
Printing and Publishing	\$ 1,500,000,000	\$ 1,410,000,000
Transportation Equipment	\$ 1,410,000,000	\$ 1,360,000,000
Petroleum and Coal	\$ 970,000,000	\$ 940,000,000
Apparel	\$ 610,000,000	\$ 570,000,000
Instruments	\$ 500,000,000	\$ 460,000,000
Pulp and Paper	\$ 480,000,000	\$ 470,000,000
Stone, Clay and Glass	\$ 430,000,000	\$ 430,000,000
Furniture and Fixtures	\$ 390,000,000	\$ 370,000,000
Leather and Goods	\$ 140,000,000	\$ 150,000,000
Textile Mill Products	\$ 140,000,000	\$ 140,000,000
Lumber and Wood	\$ 110,000,000	\$ 120,000,000
Miscellaneous Manufactures	\$ 760,000,000	\$ 750,000,000
No. of New Passenger Cars Sold	317,000	295,000
Steel Production (net tons)	19,165,000	16,809,000
Index of Industrial Production (1947-49=100)	135.0	133.5
Industrial Gas Consumed (therms)	1,256,082,000	1,099,728,000
Electric Power Sales (KWH)	23,166,442,000	21,948,832,000
Total Labor Force	3,007,700	3,029,500
Civilian Employment	2,868,100	2,857,700
Wage and Salary Workers	2,583,000	2,545,200
Manufacturing	970,000	956,400
Non-Manufacturing	1,613,000	1,588,800
Investment in Industrial Buildings and Land	\$ 230,000,000	\$ 332,064,000
Permits Issued for New Dwelling Units	39,300	47,600
No. Dwelling Units Demolished (City of Chicago)	3,000	3,300
Marriage Licenses	57,000	55,000
Bank Debits (Daily Average)	\$ 777,800,000	\$ 732,300,000
Bank Clearings	\$66,950,000,000	\$65,324,000,000
Ships Arriving From Foreign Areas	482	522
Planes Arriving From Foreign Areas	5,000	4,500
Plane Movements:		
Scheduled	370,000	404,460
Non-Scheduled	178,000	257,302
Helicopter	111,000	74,585
Scheduled Passengers Arriving and Departing	12,042,000	11,838,706

*All figures refer to 8 counties comprising Metropolitan Chicago, namely Cook, DuPage, Kane, Lake, McHenry and Will Counties in Illinois and Lake and Porter Counties in Indiana.*





30 WEST MONROE STREET

CHICAGO 3, ILLINOIS

FRanklin 2-7700



# CHICAGO and ALLSTATE

*Both "Make no little plans"*

**Y**EARS AGO, a growing Chicago found itself hemmed in by Lake Michigan. This didn't stop Chicago from expanding, however. The city grew right out into the lake, because Chicago businessmen adopted the phrase "Make no little plans."

Allstate has faced its share of challenges, too. And like Chicago, made no little plans to meet those challenges. Allstate was "born" in Chicago at a time when "no one could afford insurance" (1931), and in a field of business that was almost shackled by its own tradition.

One tradition was shattered right away when Allstate Auto Insurance was offered for sale by mail order through the Sears, Roebuck catalog. Later, sales booths were established right in the Sears stores. Other automobile insurance innovations introduced by Allstate include: "Tailor-Made rates," Drive-In Claim Service, Compact Car Discounts, A Noncancellation Agreement, and many others.

No one had ever done these things before, but for every "expert" who said Allstate was wrong, 10,000 people signed up for Allstate insurance.

Today... there are 443,000 Allstate policyholders in Illinois... 1,315 Allstate employees in Illinois... Allstate offices in 55 Sears stores... 23 other sales offices around the state... an average daily payment of \$104,507 for Illinois claims... a premium volume of \$45,000,000 a year just in this state.

Today, too, many Allstate pioneering ideas have become standard practice in the insurance business, and Allstate has become one of the largest companies in the world with over 5 million total policies in force.

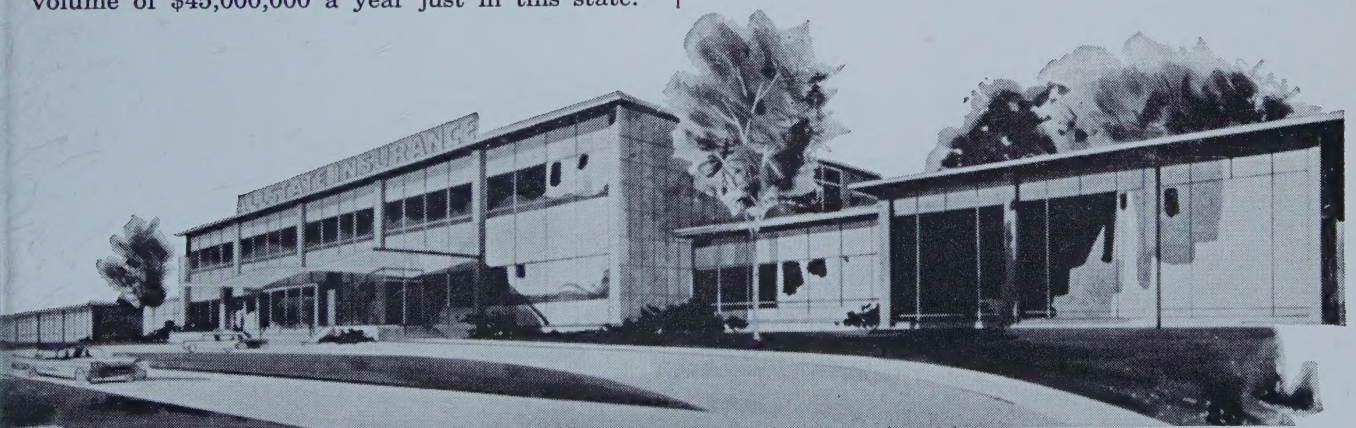
It seems there's always room at the top for anyone who "makes no little plans" and has the know-how and courage to make his plans *work*.

## Special interest to businessmen:

### COMMERCIAL INSURANCE

Allstate's Business Protector Plan offers businessmen the same kind of top-quality, low-cost insurance that made Allstate famous in the field of personal protection. Many of Chicago's leading corporations are covered by this plan.

The Allstate Business Protector Plan can be tailored to meet your needs, whether it's commercial vehicle, garage liability, commercial fire, commercial liability, or other kinds of business protection. A complete staff of experts in commercial insurance is at your service through Allstate's Illinois Regional Office. They'll be glad to sit down with you anytime and spell out how the Business Protector Plan can provide top protection at low cost. Why not call today? *May we help you?*



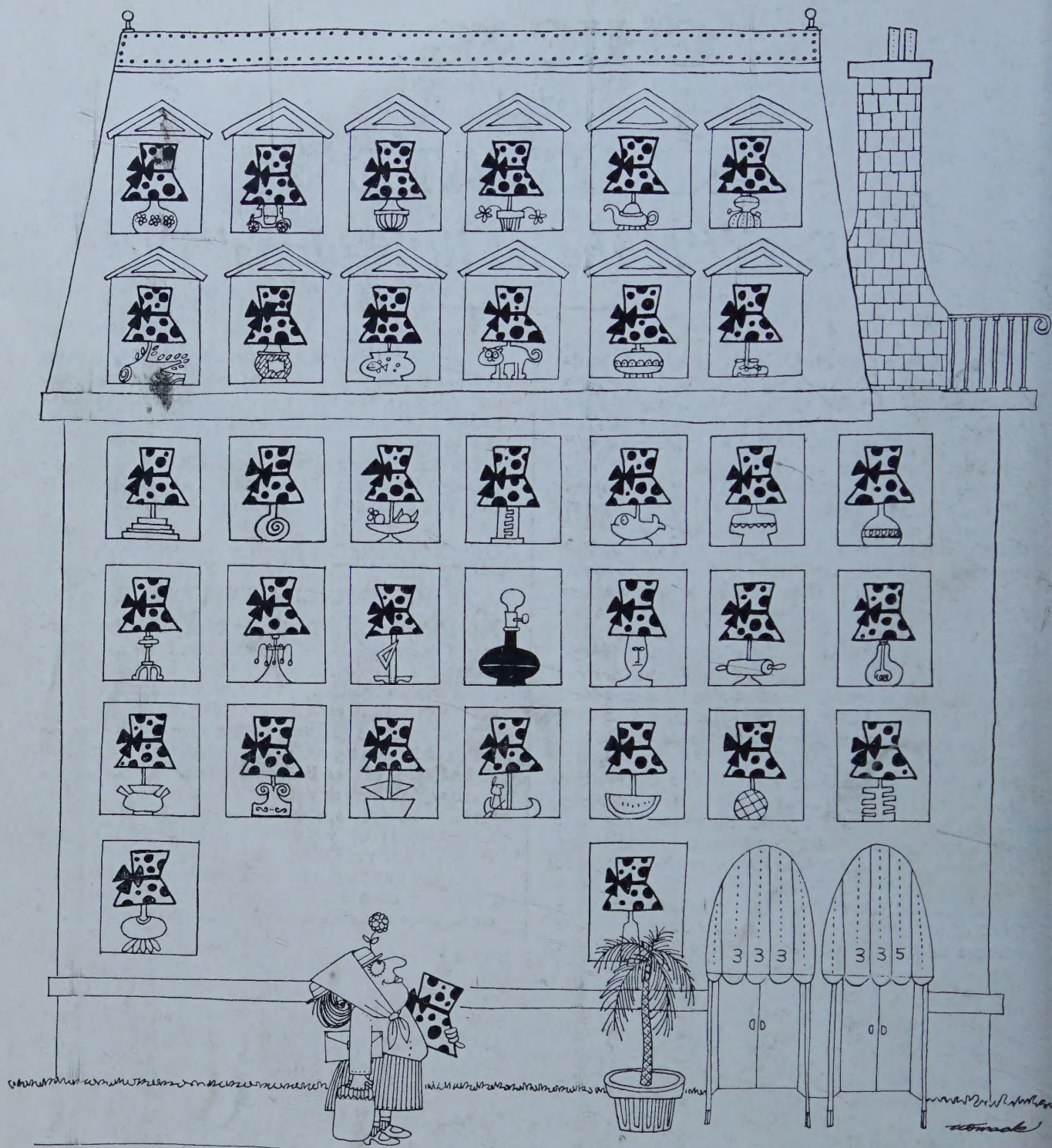
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You're in good hands with  
**ALLSTATE**  
INSURANCE COMPANIES

AUTO • PROPERTY • ACCIDENT and SICKNESS • LIFE





# Media's Law:

To a seller of lampshades, the pulling power of an advertising medium is equal to the number of lampshades sold.

To media men, pulling power is influenced by several interrelated factors. The law or formula looks like this:

$$\left[ \begin{array}{c} \text{Pulling Power} \\ = \\ \text{Circulation Volume} \\ \times \\ \text{Editorial Vitality} \\ \times \\ \text{Reader Confidence} \end{array} \right]$$

The Chicago Tribune, with a circulation  $1\frac{1}{2}$  times that of any other Chicago newspaper, out-pulls the other papers by at least 3 to 1 and as much as 15 to 1.

Chicago Tribune